



THE TIMES

Tomorrow



A legend at 50
Brigitte Bardot, still beautiful, but alone and afraid of growing old

A shrine at 75
Twickenham, the spiritual home of rugby celebrates an historic milestone

Saving face
Can western leaders, meeting in Costa Rica, shore up Duarte's hold on El Salvador?

Money-go-round
David Miller investigates the distribution of the massive profits from the LA Games

Portfolio

The Times Portfolio competition prize was shared by three winners yesterday. Mr David Severn of Woking, Surrey; Mr Sittampalan Kesava of Ilford, Essex; and Mr Sarbjit Singh of London. Portfolio list page 18. How to play, information service, back page

Spending freeze dropped

The Government has dropped its threat to freeze capital spending by councils. Mr Patrick Jenkin, Secretary of State for the Environment, said that many councils had responded to his summer appeal for voluntary curbs and he could therefore rely on further restraint to yield necessary savings.

France returns three Basques

Spanish security forces went on alert in the Basque country as France returned three Basques to stand trial for murder. At least nine people were injured and 40 arrested in a general strike in the region.

Junta justified

Argentina's Supreme Military Tribunal has defied President Alfonsín's civilian Government in openly justifying the "dirty war" carried out by the former military junta against left-wing guerrillas.

Ethnic violence

More than half of attackers in violent thefts in London during the past three years were not white, according to their victims.

Debt deal

Agreement by Argentina to a set of IMF austerity measures left bankers hopeful that a new debt crisis can be averted.

Tough for Faldo

Nick Faldo has drawn Craig Stadler, of the United States, in the first round of the World Matchplay championships at Wenvorth.

Leader page 11

Letters: On coal extraction from Mr J F O'Switzer and Mr E Goodman; the Bishop of Durham, from Mr N St John Stevas and others; the Hayward Gallery, from Mr F Averbach and Mr D Farr.

Books, page 9

James Fenton reviews Peter Ackroyd's biography of T. S. Eliot; fiction of the week includes new novels by Angela Carter, John Updike, Gore Vidal, Martin Amis, Andre Brink, and Yevgeny Zamyatin. Advertising, pages 13-16. The Advertising Association is in confident mood. A Special Report on the eve of its biennial conference. Obituaries, page 12. Mr Walter Pidgeon, Lord Guest, PC. Classified, pages 25-30. Appointments: La crème de la crème.

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Pit deputies' vote forces NCB to compromise

By David Felton, Labour Correspondent

The National Coal Board last night mounted a desperate attempt to head off next week's threatened strike by pit deputies after an unprecedented 85 per cent vote in favour of action by the moderate supervisory union.

Board officials, led by Mr Ian MacGregor, NCB chairman, put compromise proposals to avert the strike to leaders of the National Association of Colliery Overmen. Deputies and Shot-firers at a five-hour meeting in London.

Those proposals, which are secret, will be put to a special meeting of the NCB executive tomorrow, when the official ballot result will also be announced. A strike, which would shut down all coal production, could be started as early as next Monday.

However, there were indications after last night's meeting that the board was prepared to back down on its refusal to pay about 3,000 deputies, mainly in Yorkshire and Scotland, who have refused to cross militant miners' picket lines.

A fresh meeting between the two sides is to be held next week and coal board officials were hopeful that even if the deal on offer was rejected there would be no industrial action until after that meeting.

The board is bound under law not to allow any coal to be cut in pits where NCBs members are not available to do supervisory and safety work.

The traditionally moderate union has urged its members to work normally after an earlier vote on strike action failed to reach the 65 per cent majority needed to call a strike.

That majority of NCBs' 17,000 members has been easily surpassed in the secret pit head ballot which ended yesterday, with some pits in Nottinghamshire recording majorities in favour of taking strike action of about 88 per cent. The majority in Scotland was thought to be more than 80 per cent, with a similar margin in the North-east.

The size of the vote surprised

senior coal board officials who had, however, anticipated an overall majority for the executive's strike call. The issue of non-payment for deputies refusing to cross picket lines was linked in the ballot to opposition to pit closures.

After last night's meeting, the NCBs team, led by Mr Ken Sampson, its president, and Mr Peter McNesary, general secretary, returned to their Doncaster headquarters, saying only that the board proposals would be discussed by their executive tomorrow.

A deal looked the most likely prospect because coal board officials conceded privately that it was not worth risking the continuation of production in the vital Nottinghamshire coalfield to make the point that deputies should make a "genuine" attempt to go into work.

The dispute over whether NCBs had signed an agreement with the NCB guaranteeing normal working by their members continued last night and the coal board said that about 1,000 deputies for each of the past three weeks had refused to go to work.

The prospect of disruption by NCBs comes on the eve of today's meeting of the National Union of Mineworkers executive, which will hear reports of TUC-backed support from transport unions and some power industry unions for the union's fight against pit closures.

The executive is also likely to decide the line it will take at next week's Labour Party conference and consider whether it is prepared to start fresh negotiations on the seven-month strike with the NCB under the auspices of the Advisory, Conciliation and Arbitration Service.

Electricity supply unions meet in London tomorrow to decide the level of support they are prepared to give to the miners. They are likely to be split, with the electricians' and managers' unions refusing to urge members to take support action.

Thatcher warning of 'museum society'

From Peter Davenport, York

Amid tentative moves to reactivate the stalled pit peace talks, the Prime Minister yesterday dashed any hope of compromise on the central question of economic pits on which negotiations have repeatedly floundered.

Mrs Thatcher, in a determined and forceful mood on a visit to York, emphasized that uneconomic pits had been closed and would continue to be closed. Otherwise, she said, Britain would become a "museum society" of outdated, inefficient and uneconomic industry.

The Prime Minister met police officers returning from duty on the picket lines at Kellingley colliery in the Selby coalfield, where striking miners yesterday occupied the shaft tower for several hours. More than 40 pickets were arrested.

Mrs Thatcher was asked about the need for compromise to end the strike. "You can never compromise on the right of management to manage in any industry," she said. "Management and workers have to work together and you can never get to a position in which uneconomic pits do not have to close."

Mrs Thatcher said that the offers made to the miners were the best offered by any government.

She reiterated her firm backing for Mr Ian MacGregor,

Benn to give conference call for coal expansion

By Anthony Bevin, Political Correspondent

Mr Tony Benn, a former Secretary of State for Energy, will next week try to commit the Labour Party to stand "shoulder to shoulder" with the miners, with an expansion rather than contraction of the coal industry.

Labour's national executive yesterday laid down its tough terms for dealing with the politically delicate issue of the pit strike at next week's party conference in Blackpool.

The package contained one bonus for Mr Neil Kinnock, the party leader, but the overall verdict last night was that the party's image was bound to take a battering from a highly-charged debate.

The good news for Mr

Chorus of praise greets Hongkong deal



Cheers: Sir Richard Evans, British Ambassador to China, toasting the agreement with Mr Luo Jiahuan (right), a Chinese Foreign Ministry official. Between them is Mr Ke Zaishuo, a key figure in the detailed negotiations.

Champagne in Great Hall of the People

From David Bonavia, Peking

Mr Zhou Nan, a Deputy Foreign Minister, half-embraced Sir Richard Evans, the British Ambassador to China, after the initialing and exchange of documents here yesterday.

The ceremony took place in the West Room of the Great Hall of the People, under a huge screen-painting of birds happily nesting together. Afterwards the official parties drank a toast in Chinese champagne.

The initialing was the product of two years of negotiations, which were begun after Mrs Thatcher's visit to China in 1982. Mr Ji Pengfei, the former Foreign Minister who presided over the normaliza-

tion of Anglo-Chinese relations in 1972, was also present.

Mr Zhou said in a speech that the solution of the Hongkong issue was "a major event worth celebrating". It would put into practice the concept of "one country, two systems", and guarantee Hongkong's stability and prosperity in the future under Chinese sovereignty.

He added: "The settlement of the Hongkong question will certainly help further to consolidate and develop the existing Sino-British friendly ties on a new basis, and offers fresh experience for settling peacefully problems between states left over from the past."

"We believe that the agreement fully conforms to the fundamental interests

of the one billion Chinese people, including our compatriots in Hongkong, and those of the British people, and will win their endorsement and support."

Sir Richard said in reply that the agreement, the text of which was to be published later in the day, was "an historic document".

The Ambassador said that the joint declaration, as the agreement is being called, "demonstrates that peaceful negotiation is the best way to resolve problems left over from history".

Sir Edward Youde, the Governor of Hongkong, who has participated in most of the negotiations, was also present for the initialing. Afterwards the negotiating teams were to attend a luncheon together.

By Henry Stanhope, Diplomatic Correspondent

The future of Hongkong, a British colony for 142 years, was changed in two minutes at Peking's Great Hall of the People yesterday, when Britain and China initialled their agreement for its return to Chinese rule in 13 years' time.

The settlement which emerged after two years' hard bargaining in the form of a 40-page White Paper was hailed by Sir Edward Youde, the Governor, as a blueprint for Hongkong's development, and by Sir Geoffrey Howe, Britain's Foreign Secretary, as a "historic and remarkable" document, enshrining the "imaginative concept of one country, two systems".

The White Paper contained a joint declaration on the transfer of sovereignty on July 1, 1997.

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when Britain's 99-year lease on the New Territories expires, followed by a breakdown of how China intends to administer the territory for the next 50 years as a Special Administrative Region of the People's Republic.

Three annexes then set out in greater detail then many had feared possible how Peking plans to preserve Hongkong's intensely capitalist life-style during that time, under an elected legislature, an unchanged legal system and an unchanged economic autonomy.

Existing land rights will be recognized. English can continue as an official language alongside Chinese and the Special Administrative Region can even choose its own flag to flutter beside that of the People's Republic.

An exchange of memoranda between the two governments contained in the White Paper makes clear that after 1997 Peking will regard all those in Hongkong as Chinese nationals.

The title of British Dependent Territories Citizen, now accompanying passport, now enjoyed by 2.5 million people in the colony, will also disappear.

But it will be replaced by another which will give those who apply a similar British status, with rights to use British consular services when abroad and other fringe benefits.

On the other hand, Government sources were emphasizing last night that this would not give them the right of abode in Britain, and no mass influx in to this country is being contemplated.

Whether Hongkong citizens will have to serve as conscripts in the People's Liberation Army seems not to have been considered in the negotiations, and could conceivably cause a problem.

But Sir Geoffrey Howe, at a press conference in New York where he is attending the UN General Assembly, among those who underlined that the document, while described as a "draft" agreement, could not be amended.

Hongkong's 5.3 million

Continued on back page, col 5

Pretoria wants arms bail refund

From Michael Horusby, Johannesburg

Pretoria intends to apply to the court in Britain for a refund of the £200,000 bail posted for the four South African accused of arms smuggling, even though it has reneged on its undertaking to send them back for trial.

In a television interview on Tuesday, Mr R F Botha, the Foreign Minister, said Pretoria would also ask to be relieved of paying an additional £200,000 which the court had been promised if the men failed to turn up.

The application would be made on the basis that South Africa had not broken its undertaking "voluntarily or arbitrarily" but because it had felt compelled to do so by the six political dissidents who had taken refuge in the British Consulate in Durban.

There is still no indication, meanwhile, of when the Supreme Court will hand down a ruling on the appeal by the six against the detention order issued by the Minister of Law and Order.

Lawyers for the six, a black and five Indians, thought the verdict might only come next week. The six have let it be known that if it is in their favour, they will leave the consulate, if it goes against them, they may take the matter to the Appeal Court.

Lawyers said that the money would be deposited in court, but merely promised (Frances Gibb writes).

It was put up by Mr Andre Pelser, first secretary at a South African Embassy. Whether he stood surety in a personal capacity or on behalf of his government, lawyers yesterday envisaged great difficulties in obtaining the money.

First, Mr Pelser might be able to claim diplomatic immunity and secondly, he might be able to claim sovereign immunity.

Kinnock setback on MPs' reselection

By Anthony Bevin, Political Correspondent

Mr Neil Kinnock, the Labour leader, yesterday suffered an embarrassing dead heat with left-wing opponents on the national executive on the plan to allow one-member, one-vote reselection of Labour MPs as parliamentary candidates.

Yesterday's executive meeting, which considered the agenda for next week's Blackpool party conference, had received a letter from Mr Peter Heathfield, general secretary of the National Union of Mineworkers, asking for further consultation on the plan.

Because his union sponsored 15 Labour MPs and because unions would undoubtedly be affected by the choice of Labour candidates by ballot of party members, he said that the NUM was extremely concerned and that they had a right to be fully consulted.

However, Mr Kinnock and his Commons colleagues are acutely conscious of the fact that the reselection process begins in December and that if next week's conference fails to reach a decision a significant number of Labour MPs could be deselected in the next 12 months.

Mr Kinnock told yesterday's meeting that the extension of party democracy was an issue of principle. Mr Benn said that the executive had a responsibility to protect the conference from unnecessary division.

But, ironically, Mr Kinnock

was saved by Mr Eric Heffer, the party chairman, who has repeatedly called for further delay on the matter. When the NUM proposal was put to a vote there was a 12-12 tie. Mr Heffer refused to use his casting vote and the issue returns to next Sunday's eve-of-conference executive meeting at Blackpool.

Mr Heffer said later that he did not vote because "I would hope that we could get a unanimous decision on Sunday for the whole thing to be reexamined and some further steps taken to take it off the agenda".

However, of the four executive members absent when the vote was taken, at least three will back the Kinnock line, giving a clear majority for a conference debate, and vote.

There was little doubt at Westminster last night that the one-member, one-vote plan would be carried by the conference.

Another tactical move for delay and further consideration was carried unanimously by the executive: on the theory of question of giving black and Asian party members a constitutional voice in the party machine. The issue of bound to provoke conflict at next week's conference, if only because black campaigners are determined to defy the party leadership in their attempt to create formal black sections.

Blood test option extended

The Home Secretary is to continue until early in the new year the option of blood or urine sampling for every driver giving a breath test result above the legal limit (Peter Evans writes).

The blood or urine option has been available during the six-month monitoring period for the evidential breath testing machines, which will end on October 15. The report will be published early in the new year.

Only drivers whose breath alcohol reading on the machine is 50 micrograms per 100 millilitres of breath or below are automatically entitled to a blood or urine test. The legal limit for driving is 35 micrograms of alcohol per 100 millilitres of breath.

During the six-month trial, all cases where the second test is taken are monitored by the Forensic Science Service, and scrutinized independently.

King considers disputes law

By Our Labour Correspondent

Ministers are considering introducing legally-binding, procedural agreements as a central plank of the next phase of the Government's industrial relations legislation.

Mr Tom King, Secretary of State for Employment, has told colleagues that he is interested in a new round of labour laws to prevent unions from calling industrial action without going through exhaustive procedures first.

The other option immediately open to the Government is the manifesto pledge to bring in controls on strikes in essential services, although that appears to have little support among Conservatives at the moment.

The fourth stage in the Government programme to

reduce trade union influence is, some way off, and Mr King is likely to hold a series of consultation exercises before the legislation is drafted.

But the move toward procedural agreements which would also have the backing of employers' organizations, is thought to be most likely to win Mr King's approval.

The Conservative trade union organization CTU is a strong supporter of procedural agreements, although it believes the Government should concentrate on effective implementation of the most recent trade union legislation.

Sections of the Trade Union Act which came into force yesterday on ballots and compulsory industrial action and compul-

sory elections for union leadership will need some time to be "bedded in", according to Conservative sources.

A new phase of labour legislation is being demanded by the right-wing of the party along the lines of a "Bill of rights" which would control unions' ability to call industrial action. However, that is regarded as unrealistic, particularly in view of the miners' strike.

The government's aim is to get support among rank-and-file trade unionists for the use of ballots before industrial action is called, and ministers are expected to monitor closely demands by some unions for supportive action to back the miners.

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You make the difference

Employers are opting for 'more productive' part-timers, claims report

By David Smith

Part-time employment in the UK is booming, alongside a continued shortage of full-time work, according to the Department of Employment's *Employment Gazette* published today.

It says:

- 5.8m part-time jobs were created between 1951 and 1981, and the increase in part-time employment has accelerated between 1981 and 1984.
- Around 80 per cent of part-time workers are women, mostly married with young children.
- Employers find part-time workers more productive.
- The rapid growth in part-time employment provides the most convincing explanation of why more jobs have been created while unemployment has continued to rise in tandem.
- Two articles in the *Gazette* examine the part-time employment phenomenon. The first, by Dr Olive Robinson and John Wallace, notes the rapid growth in the number of part-time workers, from 799,000 in 1951, to 4,500,000 in 1981, a rise of 463 per cent.
- In contrast, the number of

full-time employees fell from 19,190,000 to 16,820,000, a drop of 12.4 per cent.

Indications are that the shift towards part-time work has accelerated since 1981. The healthiest sector of the economy - services - has a tendency to employ a greater proportion of part-time workers.

Between 1981 and March 1984, the number of female part-time workers rose by 8.5 per cent, whilst there was a 2 per cent fall in total employment.

According to Robinson and Wallace, many employers prefer part-time workers because they allow the more cost-effective use of labour, because continuous production or opening can be maintained without paying premium rates for overtime working and because they believe that part-time workers are more productive.

In the cases examined, ranging from food manufacturing, banking, catering and retailing to local authorities and the National Health Service, employers typically did not regard a part-time job as a

fraction of a full-time job, or part-time labour as a substitute for full-time labour.

Employment growth, when concentrated in part-time work, may leave the hard core of long-term unemployed unaffected.

The rapid growth in part-time work has been in service industries, and these have grown disproportionately rapidly in the south. It is likely, therefore, that part-time employment has been most freely available where unemployment is least severe.

A second *Gazette* article, by Barbara Ballard, supports the view that the majority of part-time workers are drawn from a different labour pool from full-time workers.

The article is based on the recently published 1980 *Women and Employment Survey*.

A high proportion of women part-time workers are married with young children. They tended to do badly on pay and conditions in comparison with full-time women workers, but tended to have lower aspirations, job convenience being the primary factor.

Ports told of rabies risk from racehorses

By Pearce Wright, Science Editor

A warning that rabies could be brought into Britain by thoroughbred horses has been given to public health officials responsible for sea and airports.

Dr James Dunlop, medical officer to the Hull local health authority, also called for stricter attention to be paid to the importing of reptiles and amphibians as pets which, in his view, have been mistakenly regarded as free from risk of carrying the disease.

Dr Dunlop submitted a report on the movement of British-bred horses returning from racecourses and studs on the Continent after he examined a report on the spread of rabies compiled for the World Health Organization.

In the first three months of this year, 38 horses were reported as having died from rabies. Fourteen were in France, including ones from areas that have been visited by British racehorses.

Dr Dunlop said that it was widely held among veterinary experts that no records existed of horses passing rabies to humans. But he argued that previous views about diseases transmissible between animals

and humans had been wrong. He referred to investigation which demonstrated the occurrence of paratyphoid in cattle as well as humans.

He believed the regulations introduced 10 years ago to strengthen protection against rabies entering Britain had loopholes. The ease with which horses were increasingly moved to racecourses in Europe and then back home in a few days, and the longer stays of British thoroughbreds for breeding, were hazards.

He proposed mandatory immunization of horses against rabies, but he spoke against relying solely on vaccination.

Dr Dunlop was not prepared to depend for safety on the accepted view that horses suffered only "dumb" rabies, a non-communicable form, rather than a highly infectious variety classed as "furious" rabies.

Dr Dunlop thought it was an anomaly to insist that a guide dog for the blind could be immunized, but not allowed back into Britain under quarantine laws. Yet the movement of other animals, such as horses, was not questioned.

Computer booking at resorts

By Bill Johnston, Technology Correspondent

Five seaside retreats are pioneering selling holidays by computer. Bournemouth, Brighton, Hastings, Scarborough, and Torbay will allocate blocks of hotel rooms to a computer system which offers instant bookings.

The system, Reservation, Information, Tourist Accommodation (Rita), is the result of two years research and investment by the Department of Trade and Industry, the English Tourist Board, Datasolve, the British Resorts Association, and the resorts.

Travel agents use Prestel terminals to get into the computer system, operated by Datasolve to confirm bookings and print invoices. Local tourist information centres in each resort will ensure hotel allocations are kept up to date.

Mr Michael Montague, chairman of the English Tourist Board, said: "In introducing Rita I believe that English tourism is taking a huge, if overdue, step forward. At last there will be a fast, cheap, and easy way to choose and book a full range of seaside holidays."

The five resorts say the system will identify a range of holidays untouched by large operators.

Kidney patients 'dying untreated'

A transplant surgeon disclosed today that 1,500 kidney patients die in Britain each year because they do not receive treatment.

Mr Michael Bewick, a consultant at Doulwich Hospital, south London, said that, statistically about 3,500 people between the ages of one and seventy suffered "end stage" renal failure each year. Fewer than 2,000 were treated on kidney machines, placed on some other form of dialysis, or given a transplant.

Conveyancing move 'may affect legal aid work'

By Our Legal Affairs Correspondent

The end of the conveyancing monopoly is threatening the continuance of other legal work such as legal aid, the chairman of the Legal Aid Practitioners' Group said yesterday.

Mr Quintin Barry, a Brighton solicitor, said: "Many practices receive bank loans which are vital to tide them over the many months before they are paid for legal aid work, and which are granted solely on the strength of flourishing conveyancing work." The removal of that support would jeopardize legal aid work and make it impossible for many firms to survive.

Casual buyer of world's dearest wine

By Richard Dowling

"It's been a very boring week. I've been catching up on my VAT," Mr Peter Biddulph said. A few moments earlier he had paid £8,500 to become the owner of the world's most expensive bottle of wine.

Dressed in cord jeans, open-necked shirt, tweed jacket with patches on the elbows and with the afterglow of a very fine lunch, Mr Biddulph could have been easily mistaken for one of the journalists and photographers summoned by Sotheby's to witness the auction of an imperial of Chateau Mouton Rothschild 1924. Mr Biddulph works for Sotheby's as a consultant on violins. He also deals in violins and said he spent £500,000 a year at Sotheby's buying them.

"I'd been having lunch with a friend who wanted to see who would buy this bottle so I agreed to go along. I have a feel for auctions and no one appeared to be bidding. With the dollar being . . . er . . .

whatever it is I knew I couldn't go wrong."

At first Mr Biddulph was unaware of his momentous bid and puzzled by the media interest. He read the press hand out to learn exactly what he had bought.

Back at the office the responsibility of being a record holder began to increase his hilarity. Could he insure it? Did he dare collect it until it was insured? Should he ask Christie's to value it? Should he throw a party and drink it all? What if it was off? Could he send it back?

Eventually he despatched his secretary to collect the bottle and remembered he had shares in a Camden Town bistro.

"It would be good publicity for them to have it on display," he chuckled.

Then he swept away to the bills on his desk and stabbed at a calculator. With Sotheby's premium and value-added tax he will pay £9,477.50.



Imperial measure: Mr Peter Biddulph with his Chateau Mouton-Rothschild.

£12m Guinnessless campaign may be dropped

By William Kay, City Editor

After only 20 months Arthur Guinness, the brewer, is thinking of dropping the Guinnessless advertising campaign. The company has spent about £12m promoting the message that beer drinkers should not be without a Guinness.

The campaign was introduced in January last year to replace the long-running series of advertisements based on the Guinness toasts.

Yesterday the company said that it had asked its advertising agency, Allen Brady and Marsh, to submit future proposals alongside a limited number of invited agencies.

It said that the Guinnessless campaign had "significantly

helped to reverse the decline in sales of draught Guinness", but that was only the first phase of what it described as the recovery plans for the brand.

Mr Gary Laddington, marketing director of Guinness (Great Britain), added that the review of the advertising did not necessarily mean that the account would be taken away from Allen Brady and Marsh.

However, the agency has clearly been making efforts to produce fresh ideas. Campaigns, the advertising trade paper, disclosed that the agency had been asking copywriters employed by rival companies to provide freelance scripts for Guinness commercials.

The advertising industry was shocked in January, 1982, when Mr Ernest Saunders, then the new managing director of the Guinness group, dismissed J. Walter Thompson as the agency for the company after 13 years.

Allen Brady and Marsh was given the business without open competition because, in Mr Saunders' words, "I am not here to create advertising crises for the benefit of the media".

Wolverhampton and Dudley Breweries is pulling out of the Harp lager consortium, launched in 1961 by Arthur Guinness with support from Imperial Group's Courage,



Just practising: Corporal Pat Purcell, aged 26, Britain's first woman bomb disposal expert, putting a device to remove a fuse by remote control on a dummy bomb at RAF Wittering near Peterborough, yesterday.

She has beaten off tough opposition from the men to win a place in the RAF's elite squad of 42, and is on emergency stand-by to

defuse terrorist devices and wartime bombs, clear weapon ranges, or deal with suspicious packages anywhere in the world. Corporal Purcell, joined the RAF six years ago.

She revealed that, although explosives do not frighten her, she may have problems with bombs embedded in the earth. "I can't stand worms", she said (Photograph: John Voos).

Peak walker ends trek

From Tim Jones, Cardiff

Mr George Keeping, who has climbed 973,000ft and walked more than 2,000 miles, treated himself to a train ride down Snowdon yesterday. He was celebrating the end of a six-month journey, for the most part alone, over every peak in Britain more than 3,000ft high.

a trek which, it is claimed, has never before been done.

He has climbed to the peaks of 277 mountains in Scotland, 4 in the Lake District, and 14 in Snowdonia, starting at Alnham in Cumbria.

The only time he used transport was when he took the ferries to Skye and Mull and to cross Loch Lomond.

Libraries to fight books tax threat

By David Hewson, Arts Correspondent

The Government is certain to attempt to impose value-added tax on books and periodicals in the next Budget, Mr George Cunningham, chief executive of the Library Association, said yesterday.

The move is bound to create protests within libraries and publishing companies, which believe that a 15 per cent increase in purchase prices would lead to a corresponding fall in the number of books published.

Mr Cunningham said that he expected that the Government would exempt newspapers from tax, but extend the tax to other forms of publication, which are tax-free.

In an article in the latest issue of *Record*, the association's magazine, Mr Cunningham writes: "I am afraid there is no remaining doubt that the Government is planning to bring forward this proposal in the 1985 Budget. Soundings which we have taken with ministers and Conservative backbenchers confirm this."

The effect, Mr Cunningham said yesterday, would be "terribly damaging" to domestic and overseas book sales. Books which are barely profitable would not stand a chance of being published if they were to be taxed.

Lionheart troops take to the air

From Rodney Cowton, Defence Correspondent

One of the most striking incidents of Exercise Lionheart, now in its concluding stages in North Germany, occurred when RAF helicopters landed about 420 soldiers behind "enemy" lines in just over 20 sec. This was just one example of the impact which helicopters are having on British Army operations.

Among the most imposing sights of the exercise comes when a string of up to 20 Army Lynx anti-tank helicopters hover above the tree-tops with their landing lights switched on. They are there with just one message to signal that they have launched up to 160 TOW missiles against tanks in a "Helarm" attack.

These missions, flown by the Army Air Corps, are spectacular. Because helicopters are very vulnerable to attack, the Lynx have to creep into firing positions unobserved.

They do so by extremely low-level flying, much of it at 10ft or 20ft above the ground, taking advantage of the slightest variation in the contours of the land. They routinely fly under cables suspended between pylons and if necessary, under much lower telephone wires as well.

They will creep along behind walls and hedgerows to gain as much cover as possible and if presented with an open gateway will go through that rather than lift over a hedge or wall.

Once in position, they hover with only their rotors and a periscope visible above the tree tops, and at the range of about 3,000 metres at which they usually fire their missiles, they are virtually invisible to their targets.

"Because missiles are not actually fired in the exercise, the Lynx pilots for the last week have been signifying that they have just attacked by rising above the trees and switching on their lights so that their 'victims' become aware of their presence."

Trials by other forces have suggested that, depending on circumstances, "Helarm" missions may destroy between six and 24 tanks for every helicopter lost.

Helicopters, also, are at the heart of a trial being carried out by the British 6 Airborne Brigade at the request of the Commander-in-Chief, Allied Forces Central Europe.

For a year now, and intensively during Exercise Lionheart, this brigade has been practising very rapid deployment of its men, heavily armed with anti-tank weapons, by helicopter to cope with any emergency created by a breakout of enemy armour.

This brigade's activities depend largely on RAF Chinook and Puma helicopters for their transport.

Shot girl loses sight of eye

Mrs Cheryl Woodward, aged 29, who was shot by a neighbour in Walderslade near Chatham, Kent, made a slight recovery in hospital yesterday. But her daughter Jodie, aged two, who was also wounded, has lost the sight of an eye and may suffer brain damage.

The gunman, Mr Rod Davie, aged 35, a company director, killed himself with a shotgun in his home across the road after a seven-hour police siege. Mrs Woodward's condition was described as fair. She has back and neck wounds.

Jealousy 'a key cause of attacks on wives'

By Peter Evans, Home Affairs Correspondent

Possessiveness, sexual jealousy, and expectations about domestic work are key causes of wife-battering, according to research in the *British Journal of Criminology*.

Attacks are not usually in the bedroom or kitchen but in the living room and hall. Assaults covered in the survey include an attack with a glass fibre fishing pole, standing on fingers, and punches to the face, in one case 12 or 13 times.

After a typical assault, men usually acted as if nothing had happened. "It was not uncommon for a man to indicate that it was all over and things were now back to normal simply by beginning to make requests for domestic service, such as meals or cups of tea, albeit in a somewhat conciliatory rather than demanding fashion." If a woman left him, the man acted quickly and vigorously to get her back.

The report by Dr Russell P. Dobash and Dr R. Emerson Dobash, of Stirling University, was compiled after interviews with 109 battered women in houses of refuge and 933 police cases were studied.

The violence generally had no exact point at which it began or ended, but was part of a continuing relationship. Women interviewed said that men were most likely to become violent when women could be perceived to be questioning their behaviour.

That happened to 37 per cent when the woman began to argue back, 21 per cent when she questioned the legitimacy of his argument of complaint, and 9 per cent when she refused to argue back.

Murder trial judge cuts lesser charges

Lord Kincaid, the judge in Scotland's biggest multiple murder trial at Glasgow High Court, yesterday ordered that some of the lesser charges against five of the seven defendants be dropped.

However, the charges of murdering six members of the Doyle family in their home in Garthamlock, Glasgow, in April 1981, as do the charges of attempting to murder Andrew Doyle, an ice-cream van driver, aged 18, it is alleged they were rivals in an ice-cream sales "war".

Lord Kincaid told the jury of ten women and five men that, as a result of defence submissions over the past two days, he had decided to find some of the accused on some of the charges not guilty.

His direction came on the seventeenth day of the trial, in which it is alleged that four of the accused murdered six members of the Doyle family by wilfully setting fire to a cupboard and door at the family's home in Bankend Street, on April 16.

Thomas Campbell, Thomas Gray, Joseph Steel, and Gary Moore are charged with murder.

Thomas Campbell, Thomas Gray, Thomas Lafferty, and John Campbell are charged with attempted murder. George Reid is charged with assault. They deny all charges.

Mr Lafferty, who admitted he was an alcoholic, told the court of drinking sessions in the city's East end.

He denies assaulting a girl aged 15 at an ice-cream van and telling her to move away. "I can only think it happened because, being drunk, I bumped into her at the van".

Mistress shot dead, court is told

A wealthy and "well respected" middle-aged businessman shot his former mistress dead after learning of her affair with a younger man, a Central Criminal Court jury was told yesterday.

Despite being warned by a police officer to keep away from Miss Clare Johnson, Walter Leonard Moon, aged 59, drove to London from his home in Lincolnshire to see her, Miss

Ann Curnow, for the prosecution, said.

Soon after they met outside her home in Mill Hill, north London, Mr Moon fired five shots from a semi-automatic shotgun into Miss Johnson, aged 29, who died instantly.

Mr Moon, from Pinchbeck, denied murdering Miss Johnson, a production manager.

His wife of 37 years - knew of the five-year affair with Miss Johnson, the jury was told.

Miss Curnow said Mr Moon waited for the police after the killing and told an officer: "Clare started taunting me. I took a shotgun out of my car and started firing."

Miss Curnow said that Mr Moon had hoped to divorce his wife and marry Miss Johnson, but by the summer of last year her feelings had cooled and she began going out with a Norfolk businessman of her own age.

The trial continues today.

woman's journal

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Sex problems: Are they all in the mind?

October issue out now.

Spending freeze on councils is dropped after voluntary cuts

By Hugh Clayton, Local Government Correspondent

The Government yesterday dropped its threat to order a freeze on capital spending by councils. Mr Patrick Jenkin, Secretary of State for the Environment, said that too many councils had responded to his appeal for voluntary cuts.

He could therefore rely on further restraint by councils themselves to yield the necessary savings. The Government has not yet worked out the savings made by councils in cancelling expenditure on home improvement grants and other capital projects.

"I am grateful to all the authorities which have complied," Mr Jenkin said yesterday. Many have had to take difficult decisions in order to do so. A freeze would not yield enough savings in the rest of the financial year to make it worth while.

Ministers feared early in the year that councils might spend up to £1,000m this year beyond their cash limit of £2,453m. Now the excess spending will probably be less than £300m and may be eliminated by the end of the financial year.

Many Labour councils and the Conservative-led Oxfordshire County Council have rejected the Government's call for voluntary cuts. Councils say that unspent revenue raised in past years should be available for spending in the future. The Treasury argues that only this year's should be available for spending in the future.

Mr Jack Layden, Labour chairman of the Association of Metropolitan Authorities, said yesterday: "This may be a stay of execution, but it is by no means a reprieve". The Institute of Housing feared that the Government would bring in new curbs later.

High spending by Basildon council is the result mainly of policy decisions and not of waste or inefficiency, the Audit Commission reported yesterday. The commission, a quango set up by the present Government, said that Basildon's status as a new town meant that its interest costs were inevitably higher than those of other councils.

The significance of the report is that Basildon is one of 16 Labour-led councils chosen by the Government, said the report showed that Basildon spent far more than the average council on administering its housing.

The study says that although the council appears to manage its basic services more effectively than most, there is still opportunities to improve value for money locally.

Basildon has budgeted to spend £13.8m in 1984-85 which will put it 17.2 per cent above its government-imposed target.

CIA refuses Albania file to Bethell

By Peter Hennessy

Lord Bethell, Conservative MEP for London North west, has been refused access by the United States Central Intelligence Agency to files dealing with the joint CIA-M16 operation against Albania in the 1940s on the ground that their release might confirm to the KGB the accuracy of the reports of Harold "Kim" Philby, the M16 officer who defected to Moscow in 1963.

As M16 liaison officer with the CIA in Washington in 1949, Philby was in a position to "blow" the Albanian operation, which was intended to destabilize the communist regime of Enver Hoxha, and did so. Lord Bethell's book on the affair, *The Great Betrayal*, is to be published on October 29.

After two initial refusals to provide papers, Lord Bethell filed a suit against the CIA under the United States Freedom of Information Act. The CIA which won the case and the appeal in a Washington District Court, refused his request on two other grounds: that it might compromise other intelligence services and that it could harm US-Albanian relations.

The CIA refused to confirm or deny that the covert operation, which was spread over four years, had even taken place.

Lord Bethell said yesterday that the CIA men had been threatened with prosecution if they spoke to him. The retired M16 man had been told to remember the need to safeguard individuals.

Lord Bethell tried but failed to persuade the Commonwealth and Foreign Office to declassify minutes of the cold war subcommittee of its Russia committee, which had helped to plan the Albanian subversion.

The Great Betrayal by Nicholas Bethell (Hodder, £9.95).

Meters for water considered

By Richard Dowden

Senior Thames Water Authority officials are to report early next year on the feasibility of introducing water meters on a wide scale.

Water rates are based on a property's rateable value which means that meters would benefit householders in expensive areas who do not use much water.

There are about 2,000 meters in the authority's area, which takes in about 8,500,000 customers.

A meter costs £15, plus installation, but that would fall if they were introduced on a large scale.

Mr Roy Watts, the chairman, said this week: "I have strong views that metering customers would be fundamentally right. Customers would have the choice whether to turn on or whether not to turn on because people would have to pay for it."

Mr Bill Wainwright, aged 74, and Mr George Matthews, a former editor of the paper, were dismissed in June after becoming identified increasingly with a campaign by the Eurocommunist leadership of the party to remove the paper's editors and turn editorial policy away from its present hard-line, pro-Soviet stance. Their dismissal provoked a revolt among the paper's journalists.

In a statement published earlier this week, the paper announced that Mr Wainwright's services as science correspondent were being retained and that Mr George Matthews would be "offered tickets alongside others who have expressed a desire to provide the *Morning Star* with opera reviews".

The sudden change of heart by the management committee of the People's Press Printing Society (PPPS), the cooperative which owns the paper, is clearly intended as a peace move.

Westminster wedding: Lord Eccles, CH, the former MP David Eccles, aged 80, with his bride, Mrs Donald Hyde. They were married yesterday in the Crypt Chapel of the Palace of Westminster (Photograph: Suresh Karadia).

Bus industry chiefs attack 'free-for-all'

By Michael Bailey, Transport Editor

Buses may disappear from parts of Britain if the Government goes ahead with plans to scrap the licensing system next year, industry leaders said yesterday.

Town and country bus services face their biggest upheaval for 50 years if the licensing system is replaced by unrestricted competition for routes.

The measures, contained in a Bill that may be rushed through before the end of the year, may reduce the subsidy of more than £500m a year, but they will not achieve the other objective of stemming the decline in bus services, speakers at the Bus and Coach Council Conference, at Blackpool, said.

On the contrary, as operators scrambled for the more profitable routes to and from town centres, where services may rise and fares fall, suburban and rural services would become even less attractive without cross-subsidies from denser routes.

Government proposals to keep them going with local subsidies would be hamstrung by the squeeze on local authority finance, particularly the ending of the Government's transport supplementary grant.

Mr Nicholas Ridley, Secretary of State for Transport, made a forceful speech in defence of his proposals but apparently failed to disarm his critics. He admitted that the proposals were an act of faith and the result was unpredictable. But his faith was not just in the impersonal workings of the market - though markets did usually justify his faith - but in human nature.

Bus operators would rise to the challenge of a competitive market, Mr Ridley believed. "People do want buses, but their demands are changing, and if they do not get what they want they won't be stoical; they'll take the car or walk or not bother to make the trip. The only way we are going to get a bus network based on people's needs rather than other people's perception of those needs, is a free competitive market."

His audience disagreed. Dr Quarmby, of London Regional Transport, said the proposals were based on "conviction and simplistic academic arguments rather than evidence." Others heckled Mr Ridley with shouts of "absolute rubbish" as he fought to make his case.

Mr Alec Waugh, South Yorkshire councillor, shouted: "You've got it all wrong. You are going to destroy an industry and a major public service in this country."

The three men, Mr Ted Outway, Mr Martin McNeill, and Mr Michael Hood, were employed by Cory King Towage, part of the Cory Ship Towage Group until the ballot decision last week.

The nine-week-old strike by 700 workers in the Dynamics Group of British Aerospace at its plant at Filton, Bristol, ended yesterday when a productivity pay deal was accepted.

Two separate meetings of 500 manual workers and 200 electricians agreed to a formula which could give up to £7 more a week.

The workers decided to return to normal work today at the complex where production has been at a standstill because of a separate dispute by more than 2,000 manual workers in the aircraft division. The aircraft workers, who are seeking pay parity with other British Aerospace sites, stopped work more than seven weeks ago.

As the Dynamics Group workers voted to accept the pay deal, those at the aircraft division were increasing their picketing. All main gates of the complex were blocked for two hours, temporarily preventing white-collar staff reporting for work.

Theft blow to cancer research

By Tim Jones

Doctors appealed yesterday for thieves to return 20 computer discs which contain important details of research into the link between asbestos and cancer. The theft of the discs and computer equipment was discovered at the Medical Research Council's pneumoconiosis unit at Landouche hospital, near Cardiff.

Staff at the unit, one of Britain's leading research centres into lung disease, fear that financial cuts will prevent the replacement of the equipment which, with associated computer and terminals, is worth £6,000.

Dr Robert Brown, a member of the unit, said: "We have lost six months' work. The equipment is unique and this is a very serious blow. The computer was specially adapted for use in experiments measuring radioactivity to analyse the particularly harmful effects of smoking if you work in an asbestos environment."

The theft is a further setback to the centre which is already under threat of closure by the Medical Research Council which provides £1m a year.

Magistrate on sex charge

A magistrate from the Harrow-Hendon division appeared before Willesdon magistrates yesterday, charged with indecently assaulting a mentally handicapped woman.

Vincent Patrick Carey, aged 58, a teacher, from Harrow, north London, was said to have assaulted the woman, aged 25, at the adult training centre in Harrow in July. Mr Carey, who is married, was remanded on bail.

Rail crash driver to face charges

A train driver is to face charges after an overnight express was derailed at Morpeth, Northumberland, in June, injuring 38 passengers.

Peter Allen, aged 58, of Station House, North Berwick, who was injured in the crash, faces two charges, one under regulations dealing with the safety of passengers. Mr Allen will appear before Morpeth magistrates on October 26.

Murder charge

Gerard Hardwood, aged 35, of Fishergate Hill, Preston Lancashire, a grandson of Mrs Elizabeth Harwood, aged 96, who was found battered to death at her home, yesterday was charged with murder. He was remanded in custody for a week when he appeared before Preston magistrates.

PC accused

Police Constable Finton Cravan, aged 24, was remanded on bail yesterday until October 17 when he appeared before Marylebone Magistrates' Court in London charged with assaulting Mr Victor Briggs, at the Notting Hill carnival last month.

Deal ends Filton strike

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The Hongkong deal

Howe says colony must accept or reject agreement as it stands

From Zoriana Pysariwsky, New York

The Hongkong draft agreement is not open to amendment or revision and will have to be accepted by the people of Hongkong in its entirety or not at all, according to Sir Geoffrey Howe, the Foreign Secretary, in remarks made in New York after the release of the draft yesterday.

He said at a press conference that the choice was between a revision of the territory to China with the negotiated agreement or without one. Great care had been taken to consult the people of Hongkong since the start of the negotiations and it would not be helpful to suggest that the agreement could be "un-stitched".

Sir Geoffrey called the draft agreement a tremendous and revolutionary agreement taking into account the differences between the political systems of the negotiators. He predicted closer cooperation between Britain and China on other issues and described how the whole exercise had given him a tremendously valuable insight

into the way China thinks and sees the future.

In an interview with BBC radio in New York, the Foreign Secretary conceded that Britain had no sanctions should China renege on the agreement. "In the last resort there are no sanctions," he said, "but fortunately good arrangements, sensible arrangements, don't depend upon the fact that they are in the interests of the good sense of both sides."

The essential guarantees were contained in a binding international legal agreement spelt out in great detail. "Both countries have a reputation for the preservation and respect for legal agreements. Above all, the fulfilment of the agreement is in the interests of both sides."

Sir Geoffrey discounted criticism that the people of Hongkong would be simply handed over to a different kind of ideological system. At the same time he thought it was not right to take as the British Government's first objective the setting

up of plans for those who wanted to leave. "Far better to concentrate on building the liner rather than to concentrate on the lifeboats."

In another interview, Sir Geoffrey said that attempts by the British Government to secure the British administration's continuance after 1997 had proved incompatible with the Chinese objectives to restore sovereignty and administration over Hongkong.

"What was compatible with Chinese objectives and our own was within that framework to preserve and secure the existing lifestyle, arrangements and systems in Hongkong. And that is what we have got."

While Sir Geoffrey insisted that the people of Hongkong must either accept or reject the agreement as it stood, he did leave room for the possibility of subsequent amendments, simplifications and clarifications between now and 1997. Earlier he had rejected assertions that the joint liaison group would simply be overshadowed by the Chinese Government.

Leading article, page 11

Westminster view

Best deal available in circumstances

By Philip Webster, Political Reporter

Politicians from all the main British parties yesterday gave a broad welcome to the draft agreement on the future of Hongkong.

There seems little doubt that the Government will be able to get it approved by Parliament without too much difficulty, provided the consultation process in Hongkong does not produce unexpectedly strong opposition.

The Commons debate is expected to take place in early December, or even late November.

Although for some Conservative MPs the handing over of the colony to a Communist power is hard to stomach, they have long reluctantly accepted there is no alternative.

The prevailing view on the Conservative benches was summed up yesterday by Sir Peter Blaker, chairman of the Tory backbench foreign affairs committee, who said that the Conservative Party would be happy provided that the people of Hongkong took the same view.

Mr George Robertson, Labour's foreign affairs spokesman, said the agreement was generally good. Its strength

Colony's reaction

Relief and scepticism

Hongkong (AFP) - An avid public swooped on copies of the Sino-British agreement as initial reactions ranged from the relieved to the downright sceptical.

The Government Information Services (GIS) office said that 176,000 copies of the 46-page White Paper detailing the agreement had been distributed in the three hours after the speech by Sir Edward Youde, the Governor, to the Legislative Council.

"The demand for copies has been overwhelming and supplies in most district offices have been exhausted," said a GIS spokesman.

Hongkong's central district, the fulcrum of the world's third biggest financial centre, was crowded with people clutching copies of an agreement which would reveal what the future held in store for them.

One young Chinese computer engineer said: "It looks good but you can never trust them."

Others were more sceptical. "What the governor said in his address isn't surprising. It's what he didn't say that worries me," said an expatriate management consultant, Mr Roy Grubb.

The Gibraltar analogy

Spain feels encouraged by Britain's settlement with China over Hongkong, and believes it could serve as a guide to achieving its own long-standing claim to sovereignty over Gibraltar.

That was the view in Madrid diplomatic circles yesterday after Señor Fernando Morán, the Spanish Foreign Minister, held his scheduled meeting with Sir Geoffrey Howe, the Foreign Secretary, on Tuesday night on the sidelines of the United Nations General Assembly in New York.

"The solution on Hongkong is really the restoration of sovereignty to China. It seems to me the solution is very favourable to China and, by extrapolating a solution of this type to our aspirations concerning Gibraltar, would be very favourable to Spain", Señor Morán said.

The British version of the meeting was much more low-key, mentioning a review of the joint talks on Gibraltar by experts which have been going on for several months.

From Gibraltar, Sir Joshua Hassan, the Chief Minister, mustered a whole series of arguments to demonstrate the differences between the Rock and Hongkong.

The Spanish Government is anxious to find ways to build up almost any kind of momentum

Airline future

Cathay sees era of expansion

By Edward Townsend, Industrial Correspondent

Cathay Pacific, Hongkong's highly successful flag-carrier airline, has been given the go-ahead by the Government regarding a reasonable degree of security under terms of the draft agreement, but will remain open to competition after 1997 from Chinese and any other airline that sets up in Hongkong.

Negotiations over aviation, subject to international law and agreements, have been among the more difficult aspects of the Hongkong issue. The draft agreement states: "Airlines incorporated after having their principal businesses may continue to operate."

After 1997, the Chinese Government will have full control of air services throughout the mainland and Hongkong, international services to, from and through Hongkong which do not continue into China will be the responsibility of the Hongkong Special Administrative Region, which will also retain responsibility for civil aviation management and keep its own aircraft register.

Cathay, which is 70 per cent owned by the Hongkong registered Swire Pacific company and 29 per cent by the Hongkong and Shanghai Banking Corporation, immediately welcomed the aviation annex to the draft agreement.

A spokesman said the initial reaction was that the deal provided the framework for the continued growth and expansion of the airline "up to and well beyond 1997".

"We also believe that provided the airline continues to perform well, which we confidently expect it will, and to develop, adjusting as appropriate to changing circumstances, this document is one which gives every cause for confidence among the employees in the UK and around the world."

In notes to the White Paper, the Government says that specific authorization given to the Hongkong Special Administrative Region by the Chinese Government enabling it to negotiate bilateral arrangements with foreign countries "will as far as possible maintain the rights previously enjoyed by Hongkong."

Cathay Pacific has been the subject of widespread speculation because of the Hongkong talks. It has been suggested that the airline might tie up with British Airways or British Caledonian.

Meanwhile, aggressive selling on the Hongkong stock market trimmed more than 10 points off the Hang Seng index

Spain's sovereignty hopes boosted

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From Gibraltar, Sir Joshua Hassan, the Chief Minister, mustered a whole series of arguments to demonstrate the differences between the Rock and Hongkong.

The Spanish Government is anxious to find ways to build up almost any kind of momentum

for its sovereignty claim to Gibraltar, since it will be obliged to dismantle all the remaining frontier restrictions on people and goods between the Spanish mainland and the Rock when it joins the EEC.

Señor Morán did admit that Hongkong had its own distinct characteristics, but he pinned his hopes on the possible effects the settlement could have generally on "the atmosphere prevailing in England."

Sir Joshua Hassan commented: "In Gibraltar we have virtual autonomy, our people's views count beforehand, there is no need to test reactions as with Hongkong now."

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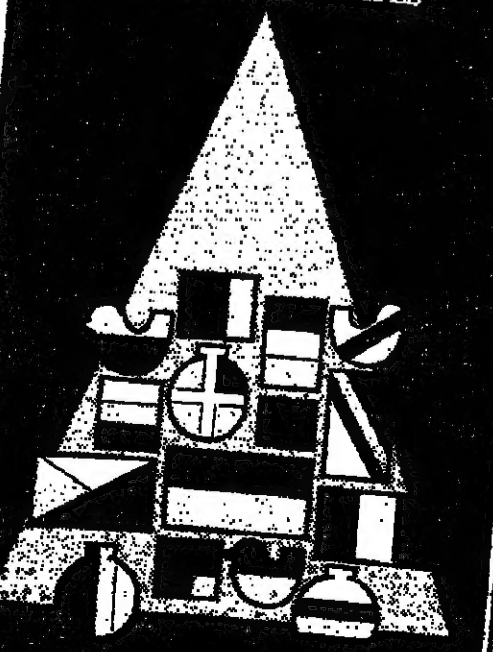
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Agreement lays down the path for Hongkong's future

The Draft Agreement on the future of Hong Kong, which was initiated by British & Chinese representatives in Peking yesterday, has been published as a 40-page White Paper in London and Hong Kong.

The following is the full text of the joint declaration of the British and Chinese governments on the question of Hong Kong, together with extracts from Annex I, in which the Chinese government elaborates different aspects of its policies towards the territory.

Annex I is broken into 14 paragraphs, which deal with the following subjects:
I Constitution.
II Legal system.
III Judicial system.
IV Employment.
V Finance.
VI Trade and economy.
VII Currency.
VIII Shipping.
IX Aviation.
X Education.
XI Foreign affairs.
XII Security.
XIII Human rights.
XIV Travel and right of abode.

The Government of the United Kingdom of Great Britain and Northern Ireland and the Government of the People's Republic of China have reviewed with satisfaction the friendly relations existing between the two Governments and peoples in recent years and agreed that a proper negotiated settlement of the question of Hong Kong, which is left over from the past, is conducive to the maintenance of the prosperity and stability of Hong Kong and to the further strengthening and development of the relations between the two countries on a new basis. To this end, they have, after talks between the delegations of the two Governments, agreed to declare as follows:

1. The Government of the People's Republic of China declares that to recover the Hong Kong area (including Hong Kong) is the common aspiration of the entire Chinese people, and that it has decided to restore the exercise of sovereignty over Hong Kong with effect from 1 July 1997.

2. The Government of the United Kingdom declares that it will restore Hong Kong to the People's Republic of China with effect from 1 July 1997.

3. The Government of the People's Republic of China declares that the basic policies of the People's Republic of China regarding Hong Kong are as follows:
(1) Upholding national unity and territorial integrity and taking account of the history of Hong Kong and its realities, the People's Republic of China has decided to establish, in accordance with the provisions of article 31 of the constitution of the People's Republic of China, a Hong Kong Special Administrative Region upon resuming the exercise of sovereignty over Hong Kong.

(2) The Hong Kong Special Administrative Region will be directly under the authority of the Central People's Government of China. The Hong Kong Special Administrative Region will enjoy a high degree of autonomy, except in foreign and defence affairs, which are the responsibilities of the Central People's Government.

(3) The Hong Kong Special Administrative Region will be vested with executive, legislative, and independent judicial power, including that of final adjudication. The laws currently in force in Hong Kong will remain basically unchanged.

(4) The Government of the Hong Kong Special Administrative Region will be composed of local inhabitants. The chief executive will be appointed by the Central People's Government on the basis of the results of elections or consultations to be held locally.

Principal officials will be nominated by the chief executive of the Hong Kong Special Administrative Region for appointment by the Central People's Government.

(5) The current social and economic systems in Hong Kong will remain unchanged, and so will the life-style, rights and freedoms, including those of the person, of speech, of the press, of assembly, of association, of movement, of choice of occupation, of academic research and of religious belief will be ensured by law in the Hong Kong Special Administrative Region. Private property, ownership of enterprises, legitimate right of inheritance and foreign investment will be protected by law.

(6) The Hong Kong Special Administrative Region will retain the status of a free port and a separate customs territory.

(7) The Hong Kong Special Administrative Region will retain the status of an international financial centre, and its markets for foreign exchange, gold, securities and futures will continue. There will be free flow of capital. The Hong Kong dollar will continue to circulate and remain freely convertible.

(8) The Hong Kong Special Administrative Region will have independent finances. The Central People's Government will not levy taxes on the Hong Kong Special Administrative Region.

(9) The Hong Kong Special Administrative Region may establish mutually beneficial economic relations with the United Kingdom and other countries, whose economic interests in Hong Kong will be given due regard.

(10) Using the name of "Hong Kong, China", the Hong Kong Special Administrative Region may on its own maintain and develop economic and cultural relations and conclude relevant agreements with states, regions and relevant international organizations.

The Government of the Hong Kong Special Administrative Region may on its own issue travel documents for entry into and exit from Hong Kong.

(11) The maintenance of public order in the Hong Kong Special Administrative Region will be the responsibility of the Government of the People's Republic of China.

(12) The above-stated basic policies of the People's Republic of China regarding Hong Kong and the elaboration of them in Annex I to this joint declaration will be stipulated in a basic law of the Hong Kong Special Administrative Region of China.

4. The Government of the United Kingdom and the Government of the People's Republic of China declare that, during the transitional period between the date of the joint declaration and 30 June 1997, the Government of the United Kingdom will be responsible for the administration of Hong Kong with the object of maintaining and preserving its economic prosperity and social stability; and that the Government of the People's Republic of China will give its cooperation in this connection.

5. The Government of the United Kingdom and the Government of the People's Republic of China declare that, in order to ensure a smooth transfer of government in 1997, and with a view to the effective implementation of this joint declaration, a Sino-British Joint Liaison Group will be set up when this joint declaration enters into force; and that it will be set up and will function in accordance with the provisions of Annex II to this joint declaration.

6. The Government of the United Kingdom and the Government of the People's Republic of China declare that land leases in Hong Kong and other related matters will be dealt with in accordance with the provisions of Annex III to this joint declaration.

7. The Government of the United Kingdom and the Government of the People's Republic of China agree to implement the preceding declarations and the annexes to this joint declaration.



Smiling faces, hazy horizons: Setting the seal on the agreement in Peking, while the mainland mountains provide a brooding backdrop to the bustle of the colony.

8. This joint declaration is subject to ratification and shall enter into force on the date of the exchange of instruments of ratification, which shall take place in Peking before 30 June 1985. This joint declaration and its annexes shall be equally binding.

ANNEX I
Elaboration by the Government of the People's Republic of China of its basic policies regarding Hong Kong
The Government of the People's Republic of China elaborates the basic policies of the People's Republic of China regarding Hong Kong as set out in paragraph 3 of the joint declaration of the Government of the United Kingdom of Great Britain and Northern Ireland and the Government of the People's Republic of China on the question of Hong Kong as follows:

I
The constitution of the People's Republic of China stipulates in Article 31 that "the state may establish special administrative regions when necessary. The systems to be instituted in special administrative regions shall be prescribed by laws enacted by the National People's Congress in the light of the specific conditions." In accordance with this article, the People's Republic of China shall, upon the resumption of the exercise of sovereignty over Hong Kong on 1 July 1997, establish the Hong Kong Special Administrative Region of the People's Republic of China. The National People's Congress of the People's Republic of China (hereinafter referred to as the Basic Law) in accordance with the constitution of the People's Republic of China, stipulating that after the establishment of the Hong Kong Special Administrative Region the socialist system and socialist policies shall not be practised in the Hong Kong Special Administrative Region and that Hong Kong's previous capitalist system and lifestyle shall remain unchanged for 50 years.

The Hong Kong Special Administrative Region shall be directly under the authority of the Central People's Government of China and shall enjoy a high degree of autonomy. Except for foreign and defence affairs, which are the responsibilities of the Central People's Government, the Hong Kong Special Administrative Region shall be vested with executive, legislative, and independent judicial power, including that of final adjudication. The Central People's Government shall authorize the Hong Kong Special Administrative Region to conduct on its own those external affairs specified in Section XI of this annex.

II
After the establishment of the Hong Kong Special Administrative Region, the laws previously in force in Hong Kong (i.e. the common law, rules of equity, ordinances, subordinate legislation and customary law) shall be maintained, save for any that contravene the Basic Law and subject to any amendment by the Hong Kong Special Administrative Region legislature.

The legislative power of the Hong Kong Special Administrative Region shall be vested in the legislature of the Hong Kong Special Administrative Region. The legislature may on its own authority enact laws in accordance with the provisions of the Basic Law and legal procedures, and report them to the Standing Committee of the

National People's Congress for the record. Laws enacted by the legislature which are in accordance with the Basic Law and legal procedures shall be regarded as valid.

III
After the establishment of the Hong Kong Special Administrative Region, the judicial system previously practised in Hong Kong shall be maintained except for those changes consequent upon the vesting in the courts of the Hong Kong Special Administrative Region of the power of final adjudication.

Judicial power in the Hong Kong Special Administrative Region shall be vested in the courts of the Hong Kong Special Administrative Region. The courts shall exercise judicial power independently and free from any interference. Members of the judiciary shall be immune from legal action in respect of their judicial functions. The courts shall decide cases in accordance with the laws of the Hong Kong Special Administrative Region and may refer to precedents in other common law jurisdictions.

Judges of the Hong Kong Special Administrative Region shall be appointed by the chief executive of the Hong Kong Special Administrative Region acting in accordance with the recommendations of an independent commission composed of local judges, persons from the legal profession and other eminent persons. Judges shall be chosen by reference to their judicial qualities and may be recruited from other common law jurisdictions.

The power of final judgement of the Hong Kong Special Administrative Region shall be vested in the court of final appeal in the Hong Kong Special Administrative Region, which may as required invite judges from other common law jurisdictions to sit on the court of final appeal.

A prosecuting authority of the Hong Kong Special Administrative Region shall control criminal prosecutions free from any interference.

IV
After the establishment of the Hong Kong Special Administrative Region, public servants previously serving in Hong Kong in all government departments, including the police department, and members of the judiciary, may all remain in employment and continue their service with pay, allowances, service no less favourable than before. The Hong Kong Special Administrative Region Government shall pay to such persons who retire or complete their contracts, as well as to those who have retired before 1 July 1997, or to their dependents, all pensions, gratuities, allowances and benefits due to them on terms no less favourable than before, and irrespective of their nationality or place of residence.

The Hong Kong Special Administrative Region Government may employ British and other foreign nationals previously serving in the public service in Hong Kong, and may recruit British and other foreign nationals holding permanent identity cards of the Hong Kong Special Administrative Region to serve as public servants at all levels, except as heads of major government departments (corresponding to branches or departments at secretary level) including the police department, and as deputy heads of some of those departments.

The above shall be employed only in their capacities and, like other public servants, shall be responsible to the Hong Kong

Special Administrative Region Government.

The appointment and promotion of public servants shall be on the basis of qualifications, experience and ability.

V
The Hong Kong Special Administrative Region shall deal on its own with financial matters, including disposing of its financial resources and drawing up its budgets and its final accounts. The Hong Kong Special Administrative Region shall report its budgets and final accounts to the Central People's Government for the record.

The Central People's Government shall not levy taxes on the Hong Kong Special Administrative Region. The Hong Kong Special Administrative Region shall use its financial resources exclusively for its own purposes and they shall not be handed over to the Central People's Government.

Few qualify for UK residence
When sovereignty over Hong Kong is transferred from Britain to China on July 1, 1997, only a tiny minority of the population will have the automatic right of abode in the United Kingdom.

The remainder of an estimated population of about six million will have the right of abode in Hong Kong and be able to obtain permanent identity cards issued by the Hong Kong Special Administrative Region Government (David Cross writes).

Based on the current population of 5,530,000, the breakdown will be:
● 20,000, mainly British citizens, will have United Kingdom passports with the full right of abode here.

● 2,500,000, who currently have British Dependent Territories Citizen passports, will be entitled to a special new British passport which will not allow them, however, to settle in Britain.

● 2,830,000, who can travel abroad at present on a certificate of identity, will be entitled to a similar document to be issued by the Hong Kong Special Administrative Region.

VI
The Hong Kong Special Administrative Region shall maintain the status of Hong Kong as a centre of international and regional aviation. Airlines incorporated and having their principal place of business in Hong Kong and civil aviation related businesses may continue to operate. The Hong Kong Special Administrative Region shall continue the previous system of civil aviation management in Hong Kong, and keep its own aircraft register in accordance with provisions laid down by the Central People's Government concerning nationality marks and registration marks of aircraft.

The Central People's Government shall, in consultation with the Hong Kong Special Administrative Region Government, make arrangements providing for air services between the Hong Kong Special Administrative Region and other parts of the People's Republic of China for airlines incorporated and having their principal place of business in the Hong Kong Special Administrative Region and other airlines of the People's Republic of China. All air agreements between other parts of the People's Republic of China and other states and regions with stops at the Hong Kong Special Administrative Region and air services between the Hong Kong Special Administrative Region and the states and regions with stops at other parts of the People's Republic of China shall be concluded by the Central People's Government.

For this purpose, the Central People's Government shall take account of the special conditions and economic interests of the Hong Kong Special Administrative Region Government.

Acting under specific authorizations from the Central People's Government, the Hong Kong Special Administrative Region Government may:
-renew or amend air service agreements and arrangements previously in force; in principle, all such agreements and arrangements may be renewed or amended in such previous agreements and arrangements being as far as possible maintained;
-negotiate and conclude new air service agreements providing routes for airlines incorporated and having their principal place of business in the Hong Kong Special Administrative

VII
The Hong Kong Special Administrative Region shall retain the status of an international financial centre. The monetary and financial systems previously practised in Hong Kong, including the systems of regulation and supervision of deposit taking institutions and financial markets, shall be maintained.

The Hong Kong Special Administrative Region Government may decide its monetary and financial policies on its own. It shall safeguard the free operation of financial business and the free flow of capital within, into and out of the Hong Kong Special Administrative Region. No exchange control policy shall be applied in the Hong Kong Special Administrative Region. Markets for foreign exchange, gold, securities and futures shall continue.

The Hong Kong dollar, as the local legal tender, shall continue to circulate and remain freely convertible. The authority to issue Hong Kong currency shall be vested in the Hong Kong Special Administrative Region Government.

VIII
The Hong Kong Special Administrative Region shall maintain Hong Kong's previous systems of shipping management and shipping regulation, including the system for regulating conditions of seamen. The specific function and responsibilities of the Hong Kong Special Administrative Region Government in the field of shipping shall be defined by the Hong Kong Special Administrative Region Government on its own. Private shipping businesses and shipping-related businesses and private container terminals in Hong Kong may continue to operate freely.

IX
The Hong Kong Special Administrative Region shall maintain the status of Hong Kong as a centre of international and regional aviation. Airlines incorporated and having their principal place of business in Hong Kong and civil aviation related businesses may continue to operate. The Hong Kong Special Administrative Region shall continue the previous system of civil aviation management in Hong Kong, and keep its own aircraft register in accordance with provisions laid down by the Central People's Government concerning nationality marks and registration marks of aircraft.

The Central People's Government shall, in consultation with the Hong Kong Special Administrative Region Government, make arrangements providing for air services between the Hong Kong Special Administrative Region and other parts of the People's Republic of China for airlines incorporated and having their principal place of business in the Hong Kong Special Administrative Region and other airlines of the People's Republic of China. All air agreements between other parts of the People's Republic of China and other states and regions with stops at the Hong Kong Special Administrative Region and air services between the Hong Kong Special Administrative Region and the states and regions with stops at other parts of the People's Republic of China shall be concluded by the Central People's Government.

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-renew or amend air service agreements and arrangements previously in force; in principle, all such agreements and arrangements may be renewed or amended in such previous agreements and arrangements being as far as possible maintained;
-negotiate and conclude new air service agreements providing routes for airlines incorporated and having their principal place of business in the Hong Kong Special Administrative

Region and rights for overflights and technical stops; and
-negotiate and conclude provisional arrangements where no air service agreement with a foreign state or other region is in force.

X
The Hong Kong Special Administrative Region shall maintain the educational system previously practised in Hong Kong. The Hong Kong Special Administrative Region Government shall on its own decide policies in the fields of culture, education, science and technology, including policies regarding the educational system and its administration, the language of instruction, the allocation of funds, the examination system, the system of academic awards and the recognition of educational and technological qualifications. Institutions of all kinds, including those run by religious and community organizations, may retain their autonomy. They may continue to recruit staff and use teaching materials from outside the Hong Kong Special Administrative Region.

XI
Subject to the principle that foreign affairs are the responsibility of the Central People's Government, representatives of the Hong Kong Special Administrative Region Government may participate, as members of delegations of the Government of the People's Republic of China, in negotiations affecting the Hong Kong Special Administrative Region conducted by the Central People's Government. The Hong Kong Special Administrative Region may on its own, using the name "Hong Kong, China", maintain and develop relations and conclude and implement agreements with states, regions and relevant international organizations in the appropriate fields.

The application to the Hong Kong Special Administrative Region of international agreements to which the People's Republic of China is or becomes a party shall be decided by the Central People's Government, in accordance with the circumstances and needs of the Hong Kong Special Administrative Region, and after seeking the views of the Hong Kong Special Administrative Region Government. International agreements to which the People's Republic of China is not a party but which are implemented in Hong Kong may remain implemented in the Hong Kong Special Administrative Region. The Central People's Government shall, as necessary, authorize and assist the Hong Kong Special Administrative Region Government to make appropriate arrangements for the application to the Hong Kong Special Administrative Region of other relevant international agreements. The Central People's Government shall take the necessary steps to ensure that the Hong Kong Special Administrative Region shall continue to retain its status in an appropriate capacity in those international organizations of which the People's Republic of China is a member and in which Hong Kong participates in one capacity or another.

The United Kingdom may establish a Consulate-General in the Hong Kong Special Administrative Region.

XII
The maintenance of public order in the Hong Kong Special Administrative Region shall be the responsibility of the Hong Kong Special Administrative Region Government. Military forces sent by the Central People's Government to be stationed in the Hong Kong Special Administrative Region for the purpose of defence shall not interfere in the internal affairs of the Hong Kong Special Administrative Region. Expenditure for these military forces shall be borne by the Central People's Government.

XIII
The Hong Kong Special Administrative Region Government shall protect the rights and freedoms of inhabitants and other persons in the Hong Kong Special Administrative Region according to law. The Hong Kong Special Administrative

Region Government shall maintain the rights and freedoms as provided for by the laws previously in force in Hong Kong, including freedom of the person, of speech, of the press, of assembly, of association, to form and join trade unions, of correspondence, of travel, of movement, of choice of occupation, of academic research, of belief, of inviolability of the home, the freedom to marry, and the right to raise a family freely.

Every person shall have the right to confidential legal advice, access to the courts, representation in the courts by lawyers of his choice, and to obtain judicial remedies. Every person shall have the right to challenge the actions of the executive in the courts.

Religious organizations and believers elsewhere, and schools, hospitals and welfare institutions run by religious organizations may be continued.

The provisions of the International Covenant on Civil and Political Rights and the International Covenant on Economic, Social and Cultural Rights as applied in Hong Kong shall remain in force.

XIV
The following categories of persons shall have the right of abode in the Hong Kong Special Administrative Region, and, in accordance with the law of the Hong Kong Special Administrative Region, be qualified to obtain permanent identity cards issued by the Hong Kong Special Administrative Region Government, which state their right of abode:
-all Chinese nationals who were born or who have ordinarily resided in Hong Kong before or after the establishment of the Hong Kong Special Administrative Region for a continuous period of seven years or more, and persons of Chinese nationality born outside Hong Kong of such Chinese nationals;

-all other persons who have ordinarily resided in Hong Kong before or after the establishment of the Hong Kong Special Administrative Region for a continuous period of seven years or more and who have taken Hong Kong as their place of permanent residence before or after the establishment of the Hong Kong Special Administrative Region, and persons under 21 years of age who were born of such persons in Hong Kong before or after the establishment of the Hong Kong Special Administrative Region;

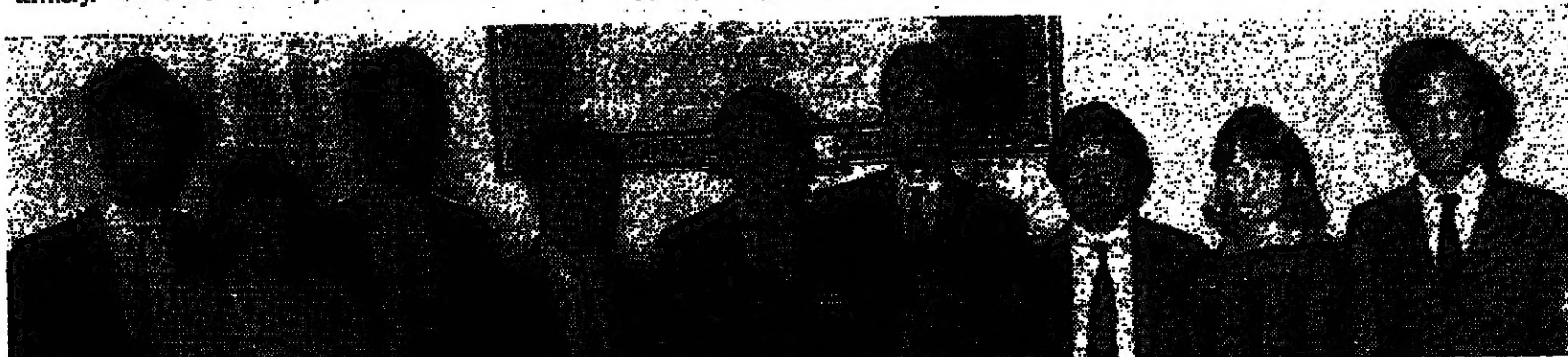
-any other persons who had the right of abode only in Hong Kong before the establishment of the Hong Kong Special Administrative Region.

The Central People's Government shall authorize the Hong Kong Special Administrative Region Government to issue, in accordance with the law, passports of the Hong Kong Special Administrative Region of the People's Republic of China to all Chinese nationals who hold permanent identity cards of the Hong Kong Special Administrative Region, and travel documents of the Hong Kong Special Administrative Region of the People's Republic of China to all other persons lawfully residing in the Hong Kong Special Administrative Region. The above passports and documents shall be valid for all states and regions and shall record the holder's right to return to the Hong Kong Special Administrative Region.

Annex II sets out the terms of reference and working arrangements of a Joint Liaison Group through which Britain and China will continue to cooperate until the year 2000.

Annex III provides for the protection of existing land rights and for future land grants.

Finally, memoranda have been exchanged by the two governments, outlining the status after 1997 of people who are now British Dependent Territories citizens.



Craddock's People: Members of Britain's Hongkong negotiating team at the Foreign Office. Left to right: Jonathan Powell, Olivia Walker, Christopher Hunt, Tony Galsworthy, Sir Percy Craddock, Trevor Mound, Richard Hoare, Jane-Ain Klowck, Anthony Forester-Bennett.

Superpowers' tentative contact

Chernenko's salute to detente ignores overtures by Reagan

From Richard Owen, Moscow

President Chernenko yesterday spoke of the need for detente and said Moscow was ready for "extensive cooperation with all who are really interested in a decisive improvement in international relations". But he made no mention of President Reagan's overtures this week.

Mr Chernenko referred to "dangerous tensions" between the superpowers, and said he was neither optimistic nor fatalistic about the world situation. This reinforced the impression among diplomats here that, whatever the result of tomorrow's meeting between Mr Andrei Gromyko, the Foreign Minister, and President Reagan, the process of Soviet-American rapprochement may be gradual, with Moscow cautiously feeling its way towards an accommodation with the Administration.

Mr Chernenko, aged 73, was speaking during a meeting in the Kremlin with Mr Kalevi Sorsa, the Prime Minister of Finland, Mr Sorsa met Mr Nikolai Tikhonov, the 79-year-old Prime Minister, for talks on Tuesday which concentrated on Finnish-Soviet economic ties.

Mr Chernenko's talks with Mr Sorsa, aged 53, were the

Soviet leader's first encounter with a foreign politician since he disappeared during the summer for nearly two months. Mr Chernenko's deteriorating health rose last weekend after a heavily edited broadcast by the Soviet leader to Finnish and Soviet viewers, in which he appeared badly short of breath.

He had previously handed medals to cosmonauts and a Greek Communist, creating the impression that he was exercising the ceremonial functions of President only.

His lengthy address to the writers' union on Tuesday, which laid down cultural policy, and his meeting with Mr Sorsa yesterday, have calmed speculation, though both occasions were carefully staged and sources said Mr Chernenko was clearly a sick man.

Moscow television showed film of Mr Chernenko, but there were few close-ups or shots of him walking. Soviet viewers said Mr Chernenko was still politically active and exercising authority, however.

In his speech on Tuesday, the Soviet leader accused the United States of not wanting normal relations with Russia and ignored Mr Reagan's

conciliatory speech at the UN on Monday.

Pravda yesterday revealed to Russians for the first time that Mr Reagan had put forward proposals for improving Soviet-American relations two days earlier. The Soviet press has still not told readers that Mr Reagan is to meet Mr Gromyko tomorrow.

Pravda carried a Tass report describing Mr Reagan's espousal of peace as a ploy to camouflage Washington's true foreign policy and its "interventionism" around the globe.

Mr Reagan's claim that he wanted to end the arms race was "absolutely groundless", Tass said, and his UN speech "contained no indication of any change in the essence of American policy".

Pravda carried a front-page report of Mr Chernenko's remarks, with a photograph of the Politburo which showed Mr Mikhail Gorbachev, Mr Chernenko's 53-year-old heir-apparent, sitting in the row reserved for senior Kremlin leaders - the Kremlin "front bench" - between Marshal Ustinov, the Defence Minister, and Mr Tikhonov.

Gromyko smile lifts clouds at UN

From Nicholas Ashford, Washington

It stopped raining just as Mr Andrei Gromyko, the Soviet Foreign Minister, arrived at the UN Mission at the United Nations yesterday for talks with his American counterpart, Mr George Shultz - a coincidence immediately seized upon by observers as a portent that the climate in US-Soviet relations may also be about to improve.

Those who claim to understand the symbolism of Soviet posturing also noted that Mr Gromyko was smiling as he entered the building, something that he carefully avoided doing when he listened to President Reagan's speech to the General Assembly on Monday, in which the President called for constructive negotiations with Moscow.

That smile, taken together with the assessment of several European foreign ministers who have already held private talks with Mr Gromyko that "a little of the ice has been broken", raised hopes that the Soviet leadership may respond positively to the President's proposal for better relations.

However, US officials tried to dampen expectations that yesterday's meeting with Mr Shultz, or the talks he is due to have with President Reagan tomorrow, will produce tangible results.

Even if the two meetings do succeed in the air of misunderstanding between the two

superpowers, the officials said the Soviet Union would need time to reflect on what Mr Reagan tells Mr Gromyko.

Yesterday's meeting was intended essentially to prepare the ground for tomorrow's session at the White House.

Mr Shultz elaborated on the President's United Nations speech, particularly his proposal for establishing a framework - an "umbrella" as Mr Reagan put it - to chart the course of arms control talks into the next century. The two men also explored the prospects of resuming nuclear arms talks once the United States elections are over.

American officials said that, given the impasse that has existed on the arms control front since the end of last year when the Soviet Union, broke off talks on medium-range and long-range nuclear missiles, the side would make specific proposals for their resumption.

The same officials also emphasized that they did not expect specific negotiating proposals to be made at the Reagan-Gromyko meeting either. "Our main objective is to clear the air... and to renew a process of dialogue after this period of impasse."

The Shultz-Gromyko meeting took place in the office of Mrs Jeanne Kirkpatrick, the United States representative at the United Nations.

Moscow defends Unesco

From Our Correspondent Paris

The Soviet Union, which has always attached importance to Unesco as a forum of influence in the Third World - and as an espionage base - yesterday defended the much criticized organization and attacked the United States for trying to bring Unesco "into line with US interests".

At the opening of the one-month session of Unesco's Executive Council, it presented a long document, signed by Mr Viktor Stukalin, a Deputy Foreign Minister, which was virtually a point-by-point attempt to refute US charges that Unesco had become grossly inefficient and too pro-Soviet in many of its programmes.

Last week a confidential report by the General Accounting Office of the US Congress severely criticized Unesco management and power accumulated by its director general Mr Amadou Mbou of Senegal.

The United States pays 25 per cent of Unesco's budget and has threatened to pull out next year if significant reforms are not undertaken.

A 13-nation Unesco committee has suggested reforms which are believed to fall far short of US demands.

The Soviet Union denounced the United States for bringing what it called financial pressure to bear on Mr Mbou.

New style of Soviet diplomacy

From Zoriana Pysariwsky, New York

Despite the impression from the Politburo that Moscow's foreign policy is lacking any clear guidance, Mr Andrei Gromyko, the Soviet Foreign Minister, has been conducting a vigorous diplomatic offensive during the first days of the UN General Assembly.

In bilateral meetings leading up to yesterday's talks with Mr George Shultz, the United States Secretary of State, Mr Gromyko has managed to give his French and West German counterparts a more optimistic picture of the Soviet line is softening and

that a better atmosphere for East-West relations now exists. He has also met his Egyptian and Israeli counterparts for the first time in eight and three years, respectively. He asked Mr Yitzhak Shamir, the Israeli Foreign Minister, to take part in a Middle East conference which would bring the Soviet Union directly into the peace process.

His meeting with Mr Abdel Meguid, the Egyptian Foreign Minister, coincided with a restoration of diplomatic relations between the two countries.

Mr Gromyko had two days of talks with Mr Wu Xieqian, the Chinese Foreign Minister, marking the first contact between the two sides at that level since 1959, and at a time when Washington has defied being playing the China card.

Diplomatic observers say that Mr Gromyko's active diplomacy in New York will need to be followed up with something concrete from Moscow before the international community decides that the Soviet Union is no longer in a state of debilitating inertia.

Tyrolese admit fear of being 'small Lebanon'

From John Earle

Signor Reinhold Messner, the mountaineer, was among a delegation from the Alto Adige (South Tyrol) which called on President Sandro Pertini yesterday to express concern at the deterioration in community relations in their largely German-speaking Italian province.

One of the delegation of six said the present situation could lead to violence and possibly civil war. "We do not want to become a small Lebanon," he added.

Almost two-thirds of the 430,000 inhabitants of the province speak German, and another third Italian, while nearly 20,000 in two Alpine valleys speak Ladin.

Under a 1981 law all inhabitants have had to opt for one of the three ethnic communities, on the basis of which jobs in the public service and housing mortgages are allocated. The delegation was from the Movement for an Alternative South Tyrol, whose members refuse to declare for any of the separate communities, believing in the harmonious co-existence of all three.

Both ready, page 7

Tense start by Karpov

Moscow (Reuters)

The world chess champion, Anatoly Karpov showed signs of difficulty defending with the black pieces at the start of game six of his title defence.

His challenger, Gary Kasparov, chose a different variation against Karpov's habitual

Queen's Indian defence, but one not considered to grant a real advantage.

Perhaps fearing a prepared improvement by Kasparov, the champion looked tense and uncertain at this early stage of the game.

Pretoria ban on anti-apartheid priest removed

From Our Own Correspondent Johannesburg

The South African Government has "unbanned" its most famous turbulent priest, Dr Beyers Naude, a leading figure in the Dutch Reformed Church, to which most Afrikaansers belong.

Dr Naude's wife, Ilse, told The Times that the notice that he had been lifted was delivered to their home in a Johannesburg suburb yesterday afternoon. It was wonderful news and quite unexpected.

Under the ban, Dr Naude was prohibited from attending any political meeting or gathering or from being quoted, or from travelling outside a prescribed area. When it was renewed in 1982, it was relaxed to the extent of allowing him to attend social gatherings and be in the company of more than one person.

Setback for Alfonsin

From a Correspondent, Buenos Aires

not seek an extension of the deadline.

"Without a complete panorama revealed in the light of proven deeds, it would be impossible to form an opinion based on the truth." The Supreme Council said in a message on Tuesday to the appeal court.

The message indicates that the Supreme Council had formed several opinions decidedly in favour of the officers, who are charged with responsibility for the "disappearance" of at least 9,000 people during the military coup.

The military court defended "all the decrees and operating orders" related to what it called "the military action against terrorist subversion," and maintained that it would only be possible to charge the commanding officers "indirectly" for exercising insuffi-



The face of defiance: Smoke billows from burning tyres as Shia Muslims in Burj Rahal village protest at the Israeli occupation.

Israelis prepare troop withdrawal

From Moshe Brilliant, Tel Aviv

Mr Shimon Peres, the Prime Minister, said yesterday that Mr Yitzhak Rabin, his Defence Minister, was preparing a plan for complete Israeli withdrawal from Lebanon which, he hoped, will enable the Government to make a final decision in a few weeks. But implementation will require several months, he added.

However, Mr Peres said in a radio interview that the withdrawal also required political arrangements, including the reversal of the mandate of the UN force in Lebanon with a new deployment, taking into account the possibility of an Israeli withdrawal.

The Israeli leader said he saw no

alternative to the "South Lebanese Army" filling the vacuum in the southern part of the country, despite the massacre of Shia Muslims by Druze members of the force last week.

"The massacre... was unfortunately not the first one and I'm afraid not the last one," Mr Peres said. "That's one of the reasons why the Israeli Army should not remain in Lebanon - because our Army has different norms and different standards."

"In Lebanon, there can be only Lebanese forces, with their habits and their way of life."

EXTRA TAXES: The Israeli Govern-

ment has decided to tax education, old age pensions and children's allowances as part of the programme to cut back living standards to the 1982 level.

Kindergarten, elementary and secondary school education are now free, but it was decided to introduce a fee equivalent to \$2, payable by some 350,000 families. Some 70,000 families living below the poverty line will be exempted.

Old age pensions will be liable to income tax if beneficiaries' other income is at least 10 per cent of the average wage, while children's allowances will be taxed if breadwinners are in the 45 per cent income tax bracket.

Syria and Libya unleash fury at Jordan

From Robert Fisk, Beirut

Jordan's decision to restore diplomatic relations with Egypt continued yesterday to provoke the expected cries of anguish and treason from Syria and Libya, the two nations which have done most to turn the largest Arab state into a pariah.

The government-controlled Damascus newspaper *As Thawra* promised to "punish" Jordan for what it described as a new Camp David, while Libya demanded a total Arab boycott against the kingdom.

The response was well-prepared, for King Hussein had long been making it known he was impatient with Arab refusals to permit Egypt's reentry to the Arab League.

As usual, the arguments over Egypt's moral right to regain its place among the Arab nations merely emphasized the myth of Arab unity. It also underlined the hypocrisy of the debate.

Iraq has long been accepting Egyptian military assistance while continuing to frown on the Government which still maintains the Camp David treaty with Israel. Meanwhile, King Hussein of Jordan, despite the rhetoric from Damascus, maintains close contact by telephone with President Assad of Syria. None of this, of course, affected yesterday's expressions of outrage.

The official Libyan news agency *Al-Akhbar* accused Jordan of ignoring an Arab League decision to ostracize Egypt in 1979, adding: "Unless all Arab leaders" take an immediate and firm decision to Boycott the Jordanian regime totally in order to force its retreat, the Arab League and all its summits will be finished."

Egypt's decision, the news agency said, was a shameful one, "a treacherous stab in the

back to the Arab nation" which reflected Jordan's desire "to give the Zionist enemy a pretext to liquidate the Palestinian cause".

In Damascus, *As Thawra* took a similarly predictable line. "Syria will not allow a new Camp David in its neighbourhood," it said, "... and will not tolerate Jordan becoming a centre of espionage and aggression against Syria."

In the usual language of anger adopted on such occasions, the Damascus daily *Tishrin* announced on its front page: "The plotters will not succeed."

King Hussein apparently informed President Saddam Hussein of Iraq in advance of Jordan's decision, telephoning him on Tuesday under the pretext of sending good wishes at the start of the Muslim New Year.

In the Gulf, where the

Arms flown out of Chad as French withdraw

N'djamena, (Reuters) - Two French military cargo planes loaded with arms and ammunition took off for France yesterday on the second day of the Franco-Libyan disengagement from Chad.

A French military spokesman said the two DC8s each carried 20 tonnes of military equipment, including ground-to-ground and ground-to-air missiles.

On Tuesday the French handed over outposts at Salati and Arada to Chad army units in a brief ceremony. The French pulled back to the towns of Moussoro and Biltine, farther south of the "red line" separating French and Libyan forces.

There was no news here on whether the estimated 5,000 Libyan troops in northern Chad were abiding by the agreement.

Operatic tale of three tenors

New York (AP) - The Metropolitan Opera's performance of *Tales of Hoffman* on Tuesday went through three tenors before the first act was over.

Neil Shicoff was listed as Hoffman but was ill. William Lewis took his place, despite a throat infection, but his voice failed, and he mouthed the words as Kenneth Riegel sang the part from the orchestra pit.

Afghans down Soviet plane

Delhi (AP) - A Soviet military plane was shot down by anti-communist guerrillas in Afghanistan's Logar Valley at the weekend, killing 30 to 50 people, a Western diplomatic report said. The aircraft - apparently an Antonov transport plane - was hit by a rocket last Saturday near Sarakhar, 30 miles south of Kabul.

On spy charge



Manfred Roach, former manager of the West German aircraft and spacecraft company, MBB, who faces charges of selling secrets to the Soviet Union.

Dali 'capable'

Madrid - Medical tests have found that Salvador Dali, the 80-year-old surrealist painter, is still capable of running his own affairs and will not be declared "incapacitated" after suffering severe burns in a fire at his home.

Uneasy rider

Tokyo (AP) - A construction worker, broke but anxious to reach his job, jumped on the roof of an overnight express and clung there for more than six hours as the train travelled 227 miles at 70 mph to reach his destination, police said.

Dutchmen admit roles in Heineken kidnap

Amsterdam (Reuters)

Two Dutchmen admitted in court yesterday that they were involved in the kidnapping last year of the Dutch brewery magnate, Mr Freddie Heineken.

In statements read to the court, Martin Erkmans, 20, said he took food to Heineken, while Jan Boellaard, 35, said he built two makeshift, unheated cells where Mr Heineken and his chauffeur, Mr Ab Dodder, were held for three weeks last November.

Mr Heineken, aged 60, one of Europe's richest men, was

seized with Mr Dodder by five masked men on November 9 outside the Amsterdam offices of Heineken Breweries.

A third accused, Freddy Meijer, aged 30, retracted an alleged confession to police, saying he could not remember anything about the kidnapping.

All three men are charged with extortion and unlawful detention and face a maximum prison sentence of 16 years. Another two accused Dutchmen are awaiting a French court decision on their appeal against extradition.

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What 12.75% p.a. gross earns you every month

| Investment | Average monthly income | Investment | Average monthly income |
|------------|------------------------|------------|------------------------|
| £ 2,000 | £ 21.25 | £12,000 | £127.50 |
| £ 4,000 | £ 42.50 | £15,000 | £159.38 |
| £ 5,000 | £ 53.13 | £18,000 | £191.25 |
| £ 6,000 | £ 63.75 | £20,000 | £212.50 |
| £ 8,000 | £ 85.00 | | |
| £10,000 | £106.25 | | |

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NATIONAL SAVINGS INCOME BONDS

Botha ready to grant blacks long-term residence in the Cape

From Michael Hornsby, Johannesburg

The South African President, Mr P. W. Botha, has announced what appears to be an important shift in government policy on black settlement in the Western Cape, an area hitherto reserved as far as possible for whites and mixed-race coloureds.

At a congress of the National Party in Cape Town on Tuesday, Mr Botha won support for extending the system of 99-year leasehold to blacks in the Western Cape, and scrapping the designation of this region as a Coloured labour preference area.

There remains doubt about the scope and application of the new policy, and in particular whether the leasehold system will be introduced in all black townships in the area or only in some. Mr Botha made clear that an uncontrolled influx of blacks would not be permitted.

The President acknowledged, however, in terms not heard from a South African leader before, that the drift of population from the poor rural areas to the cities was an unavoidable feature of any developing economy and one which could not be arrested by force.

"Whether people like it or not, the free Western world is extremely sensitive to large-scale removals of people who are moved just for the sake of moving them. Also, in South Africa there are more and more

people who for various reasons display a sensitivity in this regard. We simply cannot carry on as if we had no need to heed them."

The 99-year leasehold was introduced into black areas in other parts of the country — outside the tribal reserves — soon after Mr Botha succeeded John Vorster as Prime Minister in 1978, but the Government had hitherto resisted extending it to the Western Cape, home of most of the country's 2.7 million Coloureds.

Since 1955, any employer in the Western Cape wanting workers has had to apply to the Department of Labour, to see if any Coloured job-hunters were available. Only if there were not could he employ a black. Mr Botha now says that blacks "must be able to compete on an even footing with others in the labour market."

Under existing policy, the Government has tried vainly to control urbanization of blacks in the Cape by a rigorous pass system, by limiting housing and land available to them, by denying them permanent tenure, and by razing squatter camps and deporting their inhabitants back to the tribal homelands.

Mr Botha does not say all this will now end, but he does imply a far more flexible approach, with controlled urbanization allowed and even encouraged.

"What is required is a lessening of red tape. I believe we are bleeding to death because of too many regulations and rules. We can go far with a greater measure of freedom of movement."

One of the reasons for granting 99-year leases, Mr Botha said, was that the state alone could not meet the costs of the extra housing that urbanization would entail, and in providing houses for their workers except on a permanent basis.

The one area specified by Mr Botha for the introduction of 99-year leases is Khayelitsha, a new black township which the Government is building on False Bay, about 20 miles outside Cape Town.

● **SOWETO:** About 100,000 black students stayed away from classes yesterday when black schools reopened after an extended vacation following boycotts and rioting (AP reports).

In the Vaal area, 40 miles south of Johannesburg, where the worst rioting took place, none of the 93,000 students attended classes. Mr Edgar Posselt, spokesman for the Department of Education and Training, said.

The Vaal students were not boycotting because of school-related grievances, but stayed away due to continued unrest in the area's black township.



Bicentennial birth: The Queen and the Duke of Edinburgh are introduced to New Brunswick's first bicentennial baby, Daniel Val LeBlanc, born in January, and his parents at an official dinner in Moncton.

Queen gives credit to French and Indians

From John Best, Ottawa

The Queen, in the first speech of her two-week Canadian tour, barked back to the English-French colonial wars of the eighteenth century in praising New Brunswick's evolution into a harmonious society.

Speaking in Moncton on Tuesday night at a glittering dinner given by Mr Richard Hatfield, the Provincial Premier, the Queen referred to New Brunswick's settlement by Indian nations as well as by Arcadian French,

United Empire Loyalists and various European peoples.

"The French and the British at first fought over this land but their descendants learned to live here in harmony and to have a common purpose," New Brunswick's population is about 40 per cent Arcadian French.

The Queen wished New Brunswick a happy two hundredth birthday — the province was settled by United Empire

Loyalists from the American colonies in 1784 — and paid tribute to the role played by New Brunswick in the patriation of the Canadian constitution three years ago.

Yesterday the Queen and Duke of Edinburgh flew to Ottawa from Moncton for a three-hour visit before motoring to the St Lawrence Seaway town of Morrisburg. There they were to spend the night on board the royal yacht Britannia.

NZ envoy presses for widening of Anzus pact

From Our Correspondent Wellington

Sir Wallace Rowling, the former Labour Prime Minister who is to become New Zealand's Ambassador in Washington, said last night that there was a strong case for renegotiation of the Anzus defence agreement linking the United States, Australia and New Zealand.

Anzus could not be regarded as relevant in its present form, he said. It had been formed in the aftermath of the Pacific war with Japan and conditions which prevailed then no longer applied. He believed a new treaty could go beyond a straight military alliance, taking on board all factors of mutual interest among three friendly nations.

It would be regrettable if the Anzus debate led to any element of confrontation. The intention of the present Labour Government to ban visits by nuclear warships and to seek renegotiation of the Anzus treaty had always been Labour policy, Sir Wallace said.

● **NEW YORK:** Mr David Lange, the New Zealand Prime Minister, has confirmed that nuclear weapons will not be permitted in his country. This — as "the fundamental bottom line" in negotiations with the United States (Reuters reports).

"For New Zealanders it has become a very mainstream, Presbyterian Church, conservative issue."

General strike over extraditions disrupts Spain's Basque region

From Harry Debelius, Madrid

A general strike in the Basque region of Spain in reaction to the French government's decision to extradite three accused Basque terrorists to Spain had mixed results yesterday. It was most effective in San Sebastian and some smaller industrial towns in the region.

The reaction to the French decision was also marked by violence, including the first extremist attack on a member of the two-year-old Basque regional police force, a border blockade by lorry-drivers, the machine-gunning of two French lorries, blocking of roads and railways and burning of cars, buses and lorries.

About midnight on Tuesday three people attacked a French lorry with automatic weapons fire at Vergaram, near San Sebastian. The driver was uninjured. When a member of the Herzkaria, the Basque police force, intervened the attackers opened fire on him. The policeman returned their fire and escaped their bullets.

The day before, also in Vergaram, gunmen were reported to have attacked another French lorry, hitting it with 20 bullets. The driver was not hurt. Demonstrators set three French lorries and several buses and cars on fire early yesterday near San Sebastian. These incidents led French lorry drivers to block border crossing points at the western end of the Pyrenees with their vehicles on Tuesday afternoon. They de-

manded to be escorted through the troubled areas in convoy by Spanish police.

● **PAU, France:** Two offices of the ruling Socialist Party were bombed in south-western France during the night in protest against the Government's decision to extradite the Basque separatists to Spain (Reuters reports).

In Pau, main town of the Atlantic Pyrenees department, the one-storey offices of the party were gutted by a fire apparently started by an incendiary device thrown through a window or a skylight, police said.

Nothing remained but blackened walls and slogans saying "Spanish police equal torture. No to the extraditions." A caller telephoned a local newspaper soon afterwards, claiming responsibility for the attacks on behalf of an "anti-extradition committee".

In Narbonne, police said the local Socialist Party office was destroyed by an 11lb bomb. A nearby slogan said: "No to the Basque extraditions."

Nobody was hurt in either attack.

The Council of State, France's highest administrative authority, was expected to rule later on whether the Government and courts had followed correct procedures in handling the extradition case after a final appeal by lawyers for the three Basques.

Change of name for Mugabe's party refused

From Jan Raath Harare

The intention of Zimbabwe's ruling party, Zanu (PF), to change its name and revert to its origins of 20 years ago has been thwarted.

At its congress in August the party resolved to drop the PF from its name and become known as Zanu. But the move was opposed in the High Court by the Zanu party of the Rev Ndabaningi Sithole, under whose leadership a Zanu party was founded in 1965. Mr Robert Mugabe, now Prime Minister of Zimbabwe, was then a senior member of Zanu but in 1975 he and Mr Sithole parted company.

In the High Court yesterday Mrs Justice Therese Scott granted an application by Mr Sithole's Zanu.

Troops will quit Golden Temple by the weekend

Amritsar (AP)—Indian army soldiers will withdraw from the Golden Temple by the weekend after an announcement by the Prime Minister, Mrs Indira Gandhi, a military source said yesterday.

The official, who refused to be named, said the few soldiers guarding the holiest Sikh shrine would be pulled out after "we receive orders from Delhi". Indian news agencies earlier reported that all troops were withdrawn on Tuesday from the temple complex.

Mrs Gandhi said in a nationwide broadcast on Tuesday night that shrine buildings damaged in June's army siege had been repaired and a military presence was no longer needed. She did not specify when soldiers would be pulled out.

Clashes feared at school gates in Malta

From Austin Sammut, Valletta

Ministers accompanied by troops and police and government supporters will be at the gates of private schools in Malta to prevent any attempt to reopen them for the coming school year, the Government has made clear.

The nine private schools usually reopen on October 1, but this year the date has yet to be announced. The parent-teachers' associations, who have been coordinating the fight against new government controls over private schools, have instructed parents to accompany their children to school on the first day and observers fear clashes will result.

There has already been serious violence between police and opposition supporters: last Friday police used tear gas against demonstrators for the first time over Malta.

has been extended for a three days, until the end of the week. The teachers' union, the Movement for United Teachers, said 84 per cent obeyed the strike.

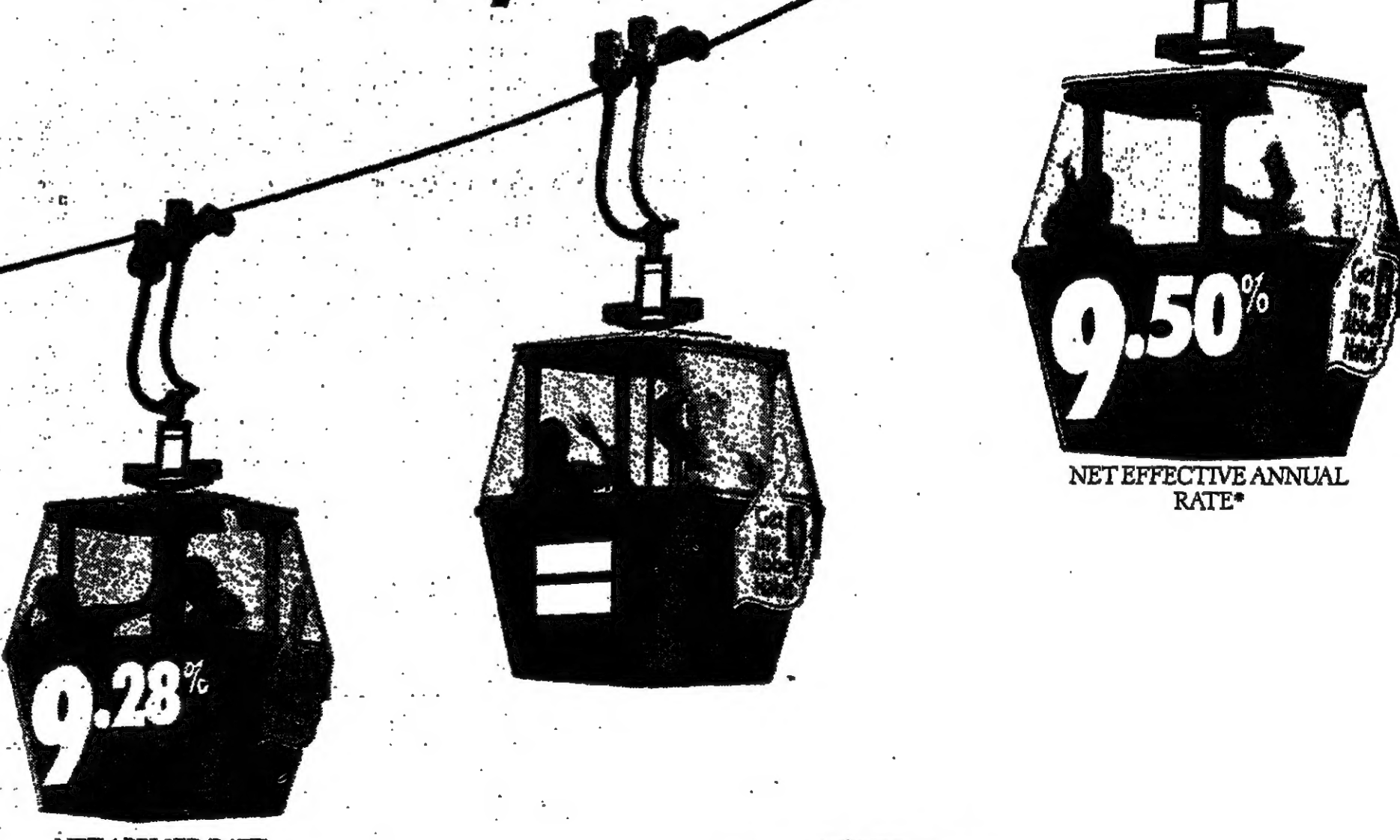
● **The Maltese civil court** has annulled only the regulation issued pursuant to the Land Registration Amendment Act, and not the Act itself, as was suggested in our report yesterday.

● **VANDALS STRIKE:** The main office of Malta's teacher's union was vandalized on Tuesday night soon after the labour group extended its teacher's strike (AP reports).

It said "Unknown thugs" using a metal pole damaged furniture and art works in the building. The cost of the damage has not been assessed, but the union said "it is quite substantial".

The union has no immediate comment from police or the Government.

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ABBNEY NATIONAL SEVEN DAY ACCOUNT

The laureate of English ballet

Sir Frederick Ashton, who turned 80 this month, did not feel festive about his birthday. "I don't see the point of celebrating the fact that you're past it," he says. Princess Margaret is to give a party for him at Kensington Palace in October. The Sadler's Wells Royal Ballet will perform an all-Ashton programme on October 5 and the Royal Ballet will also pay tribute to him in a gala at the start of their new season at Covent Garden on October 18.

In August, Ashton moved from his pretty Chelsea home to a small flat above a dental surgery in Knightsbridge. It is close to the Tube, by which he can travel easily to Covent Garden and the studios at Baron's Court. Like Dame Ninette de Valois, who also travels by public transport, Ashton is very frugal - a legacy from the war, he says - but unlike de Valois, he loves to be indulged as well.

His life is divided between London and Suffolk. In London, Ashton's new, push-button telephone rings regularly. It might be the Royal Ballet consulting him about a cast change, a nuisance caller or, more likely, friends inviting him out. Ashton has no secretary and dreads the inevitable letters from biographers, charities entreating his patronage, or bills. "I'm very middle-class and always pay bills immediately," he says.

The other envelopes get added to a batch he keeps in a plastic bag, carries to Suffolk planning to tackle them there, and then brings back to London unanswered. Ashton's country routine is completely sedentary, he says.

"People don't believe me when they ask me what I've done all day and I say: 'Nothing. I do nothing. I sit and stare. I listen to music on Radio 3. I'm like a housewife. I leave the radio on all day. I'm too lazy to put a record on.'"

However, the beautiful garden of his Suffolk home, which he designed and planted himself, belies his claims of inertia - in the past at any rate. The main feature is its *Le Noire*-inspired stage of yew and box clipped into pompons, cones and candelabras. There is more than one box in front of the house, which is mock-Gothic and painted Suffolk pink.

It is where his roots are. His mother grew up on a farm nearby, and he was brought over from Peru to be christened at the church in Yaxley. Ashton has always avoided county socializing and is reluctant to have people to stay. "I don't mind chums like Billy and Alex (William Chappell and Alexander Grant), who cook for themselves, but I can't cope with it otherwise. Especially when I work and become utterly absorbed and can't think or talk about anything else."

Which prompts the question whether or not he will continue to choreograph in his eighties. He says he no longer feels the urge to create, but admits to being preoccupied with a

THE TIMES PROFILE

Sir Frederick Ashton

particular piece of music. "I'm not telling you what it is, just that it's short. Very short."

The Royal Ballet have tended lately to employ Ashton as their laureate: his last two ballets were *pieces d'occasion* and made, he said, with guns pointed at his head. *Rhapsody*, which celebrated the Queen Mother's eightieth birthday, was created on Baryshnikov, who agreed to appear with the company only on condition that Ashton choreographed a ballet for him. *Varli Capricci* was made for the Britain Salutes New York Festival last year because Jane Herman of the Metropolitan Opera said there could be no Royal Ballet tour without a new ballet by Sir Fred. Both works radiate a wonderful exuberance.

Ashton claims this is because his following in New York is far greater than in London. "It was only after I'd had a success in the States that people began to think anything of me here." He talks enthusiastically about how demonstrative New Yorkers were towards him when he was there for the Met gala in May. "Bursting into applause at the stage-door and grabbing at me and saying, 'How wonderful you're here! Sweet. And so heartening.' His response is to 'play up to them like mad', embellishing and prolonging his almost mythical curtain calls.

Ashton attributes his success in America to the fact that he never stayed there. "They may love me, but they don't love me more than Balanchine." With a wry eyebrow raised, Ashton draws deeply on his cigarette. He always smokes very theatrically like the Hostess in *Les Biches*. His hand posed gracefully away from his face. I ask him if he ever discussed choreography with George Balanchine, the American choreographer. "No, because whenever I talked to him he held forth. I don't think he thought anything of me at all. He liked *Facade* and *Wedding Bouquet*, but I don't think anything else."

"He would always say: 'You mustn't follow the music slavishly; you must let it hit you.' Well, I'm apt to follow it slavishly. He was theoretically more musical than I am; I'm only musical through my ear." In a way, Ashton says, he thinks Balanchine is "the greatest". The qualification is there because he says Balanchine had no visual sense, "and also because he tended to be a bit dry, refusing to have any emotion in things, which came partly from the influence of Stravinsky. Whereas I don't like dancers to be just mechanical

and I can't do anything unless I feel it."

His ballets have been criticized, often by devotees of Kenneth MacMillan, as winsome and unimpassioned. However, although he is never drawn to the dark side of life, as MacMillan is, Ashton's vision is not artificial: it is the world seen through the eye in love (He said his elaborate scheme to do *Macbeth* in 1956 was dropped "because there was no real love in it"). He has always worked in a very tactile way with dancers he likes.

It is Ashton's joyous vision of things that allows him to make even the most trivial subjects poetical. Who else could make a ballet anthropomorphizing vegetables (*Pas des Légumes*) or Beatrix Potter animals without lapsing into coyness and sentimentality?

Ashton sometimes hovers teasingly on the edge. "I'm very aware of being over-pretty; I watch myself," he says.

Ashton's ballets are not only an expression of his own personality, they distil a national style inherent in English dancers - which is probably why his ballets never work as well on foreign companies.

Ashton did not define English style as often claimed, said de Valois. "Style is inborn: it takes a genius like Fred to bring it out." What he cannot do, Ashton says, is instill a sense of period in today's dancers.

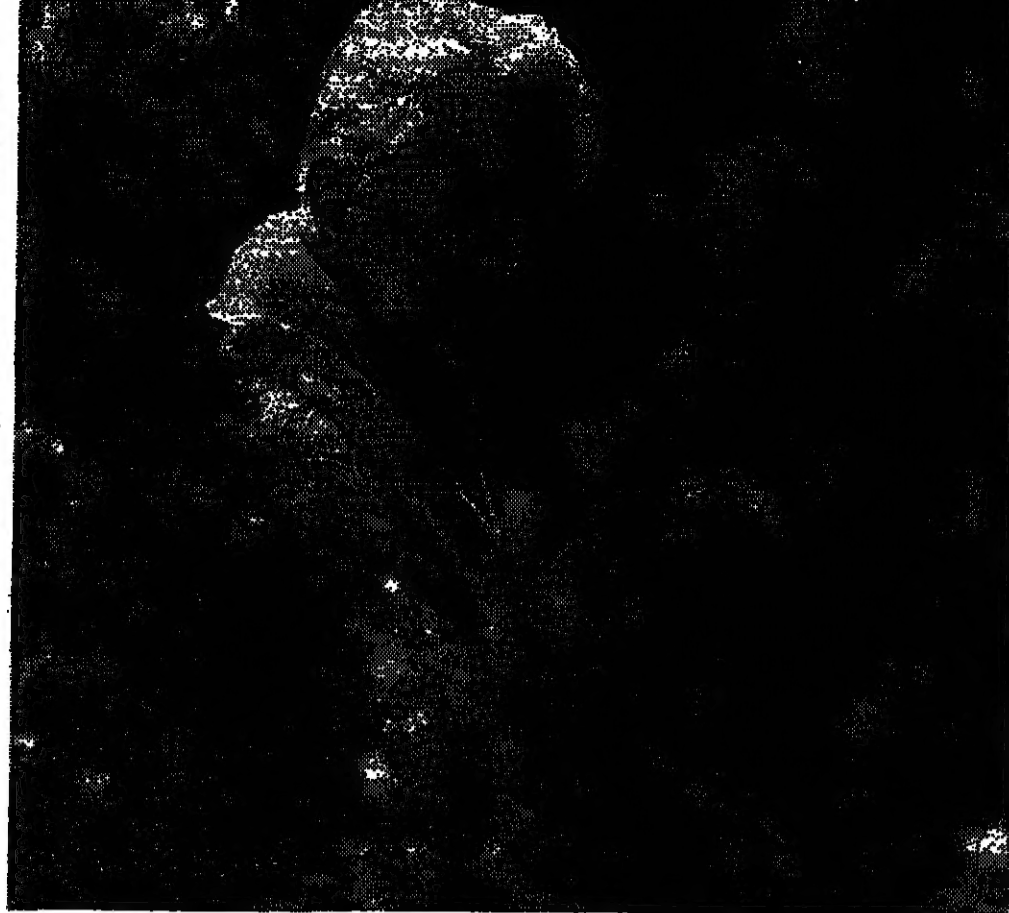
This is one reason why he is reluctant to resurrect his pre-war chamber ballets. He would like to see *The Lord of Burleigh* performed again - "It has a marvellous Mendelssohn score and some very good dances" - and he would like especially to revive *Les Masques*.

It is perhaps not surprising that dancers today do not have the same feel for modish social satires like *Les Biches* or *Wedding Bouquet*; they are unfamiliar with the mores of that world. Dancers are rarely flattered by the aristocracy today, whereas Ashton's generation was.

Ashton recalls Lady Diana Cooper telling him: "The upper classes are the nicest people, stay with us." And he did - though largely because at that time Alice Astor had come into his life.

Alice Astor, the American heiress who became the wife of Prince Obolensky and later Raimund von Hofmannsthal, fell in love with Ashton. He loved her, but did not want to get married as she did. Ashton says that she gave him a standard of excellence beyond which he could never achieve. He hates travelling today as a result.

"Spoilt by Alice. If I went anywhere, a Rolls-Royce would appear at the house with a footman who would put me into a reserved seat on the train." Alice Astor also educated Ashton about food even though now, he says, he never feels hungry and has to force himself to eat. "She used to have wonderful Russian food:



1904 Born Guayaquil, Ecuador
1917 Sees Pavlova perform in Lima, Peru
1919 Sent to school in England (Dover College)
1925 Becomes pupil of Marie Rambert
1928 Choreographs first work, *A Tragedy of Fashion*
1929 Works as dancer under Nijinsky in Paris
1931 Choreographs first major work, *Facade* (for Camargo Society)
1935 Made principal choreographer of Vic Wells Ballet
1937 *A Wedding Bouquet*

1946 *Symphonic Variations*
1950 Created CBE
1960 *Le Filles Mal Gardées*
1962 Knighted, Legion d'honneur
1963-1970 Director of the Royal Ballet
1966 *Enigma Variations*
1970 Appointed Companion of Honour
1976 *A Month in the Country*
1977 Awarded Order of Merit
1983 *Varli Capricci*, Ashton's last ballet to date

she abandoned Obolensky but kept his chef."

It is these qualities which doubtless helped endear Ashton to the Queen Mother, who, as it is well known, counts him among her closest friends.

He regularly lunches at Kensington Palace and is invited to stay at Sandringham and Royal Lodge, which he says is "wonderfully easy - grand but cosy." He says: "I like the fact that the carpets are threadbare in places. The food is very very good and the Martinis are wonderful."

"She knows I love port and always plunks the decanter in front of me; and if we're ever at a dinner party together and are given port she always raises her glass to me."

The Queen Mother is only moderately interested in dance, so what, I ask Ashton, do they have in common?

He replies: "Well, we giggle, and she does imitations (she does American ladies very well) and we talk French and I tell her things. She keeps saying, 'You must write your memoirs, and I keep saying, 'No way, Ma'am.'"

Ashton is always being urged to write a book, not surprisingly when you consider the lives that have intersected his. It was not only society that took him up

(and he has always had the patronage of the Queen Mother), but writers and poets as well, even though he would never claim to be highbrow himself. In *Everybody's Autobiography* Gertrude Stein pronounced Ashton a genius and she often had him to stay at Billiglin. "One day Gertrude had a plan for us to go to a certain monastery to hear these Gregorian chants. Billy Chappell and Bobby Helmann were with me and very frivolous and I remember we got the most appalling giggles. Afterwards Alice B. Toklas said to us [falsely drawl]: 'Well, I've learnt a lesson today, I thought only girls giggled.'"

When Yeats was in London in the early 1930s he would invite Ashton to dinners at *Aux Jardins des Gourmets* with Edmund Dulac and his mistress Helen Ashton (no relation). The conversation was always tremendously intellectual and I used to be bored stiff."

After turning down Yeats's offer for him to produce *Four Plays for Dancers*, Ashton was invited to Dublin to work at the Abbey Theatre. "His wife who was very psychic was sent to the docks to meet me - to sense if I was right, I suppose. The waves were obviously positive enough for the Yeats but not for Ashton: when he got back to

London he was sent a contract which he returned. "Because I'm a choreographer not a producer, also, I knew nothing about Irish politics. Now people say to me, 'You mean you knew Yeats,' and can't believe my frivolousness."

Strangely on cue, the village church bells begin to toll plangently. Like John Betjeman, Ashton hears a deep sad undertone in bells, and tries to be in London to escape Sunday melancholia. He says he has a certain fear of death but is more afraid of the indignity: "Keeling over on the Tube or on the train to Diss." Looking at him it is unimaginable. He still has a shock of hair and wears his granny-ish, home-knitted cardigan with sneakers and new blue denims - the first pair he has ever owned. "Do I look absurd?" He says he has become very doddery, but don't believe it: the night before to a record of "Gershwin playing - hips hoolla-hooping, cigarette sky-writing, ankles Charlestoning."

"One danced on the spot like this; you see how much more fun that period was." I see it all: Why he inspires such lyrical effusiveness in people and why he is universally adored.

Julie Kavanagh

moreover... Miles Kington

GREAT RIVER JOURNEYS OF THE WORLD
A Major TV Presentation
Part 27: The Thames

We see the celebrity presenter huddled up in an overcoat, standing at Tilbury Docks.

Celebrity: The Thames, one of the great rivers of the world. Well, not one of the great ones, perhaps, but one of the shortest anyway. And here at Tilbury, come cargoes from all over the world: imported TV programmes from America for the BBC and imported blank cassettes from Japan to record those very same programmes.

Shots of containers. Shots of lorries. Shot of pickets duffing up celebrity presenter.

Celebrity: Hastily moving upstream we come to London, the great city where Henry VIII first developed this waterway as a quick route to the Tower of London, to have his wives' heads chopped off. Today British policy is still made on the banks of the Thames at Westminster.

Cut to Houses of Parliament, where a small committee is discussing the future of the media.

Chairman: Don't know if anyone saw that programme the other night, where Germaine Greer was going up some Brazilian river. Going on about the oppressed peasants and everything.

Member: She's a damned handsome woman, Arthur.

Chairman: Maybe, but I'm not sure we can hand out an increased licence fee for socialist stuff like that.

Cut to Hammersmith Bridge, where celebrity is standing in front of notice: Bridge Closed Due To Being About To Fall In River.

Celebrity: Hammersmith, the spot on the Thames nearest to the legendary centre of culture, TV Centre, where programmes like this are planned.

Cut to small committee room at TV Centre.

Chairman: Railway Journeys was a smash hit, and River Journeys is pretty good. Now we have to find a follow-up. The licence depends on it.

Member: Well, what about Great Canal Journeys? Or Great Zebra Crossings?

Chairman: Mmm. Be cheap, anyhow.

Member: Or what about Great Bridges of the World? Mix to shot of Hammersmith Bridge falling into river. Mix to celebrity walking down Windsor High Street.

Celebrity: Past London we come to the lovely old town of Windsor, where...

Celebrity bumps into Alec Clifton-Taylor, and is sent sprawling.

Clifton-Taylor: This is my patch, old boy. Get lost.

Cut to Maidenhead, where celebrity is preparing to board a motor launch.

Celebrity: The old town of Maidenhead, a lovely place where many TV executives have made their riverside homes.

Cut to TV executive's home, where wife is welcoming him home.

Wife: Did you have a nice day at the TV Licence Fee Appeal Office, dear?

Executive: Ghastly. They want to make a series on Great Hotel Foyers of the World. I felt like resigning on the spot.

Wife: And did you?

Executive: Well, no, actually. They offered me the job of executive producer.

Cut to foyer of Randolph Hotel, Oxford. Enter celebrity.

Celebrity: And here on the banks of the Isis, as it is known here, we find one of the great hotel foyers of the world. Here it was that Osbert Lancaster...

Receptionist: Have you got a reservation, sir?

Celebrity: Well, not as such. The BBC can't really afford...

Receptionist: Out!

Cut to TV Centre, Wood Lane.

Director: And so you see, unless we get your direct support, we can't afford to make more Great Journeys. Please write to your MP and tell him so. Better still, why not offer to put up a BBC TV film crew in your own home...?

Cut to celebrity in Cricklade.

Celebrity: Here in Cricklade, where the Thames shrinks to a trickle...

Announcer: And that's all we have time for tonight. Remember, if you want to see more BBC programmes, please send lots of money to this address. Great Canal Journeys, BBC, London. Thank you.

CONCISE CROSSWORD (No 456)

ACROSS
8 Bird expert (13)
9 Feline (3)
10 Filled with wonder (9)
11 Incorrect (5)
12 Customary (7)
13 Verbally (7)
14 Inappropriate (5)
22 Men's knickerbockers (4,5)
24 Soft bread roll (3)
25 Stinginess (13)

DOWN
1 USSR capital (6)
2 Bixa orellana (6)
3 Throuble (8)
4 Pretender (6)
5 Fillage (4)
6 Optimal (6)
7 Furnace worker (6)
12 King (3)
13 Contradicted (8)
14 High mountain (3)

16 Increase (6)
17 Dive into water (6)
18 Saltwater (6)

20 Slow walker (6)
21 Typewriter user (9)
23 Exploit (4)

SOLUTION TO No 455
ACROSS: 1 Heed 2 Mores 7 Mark 8 Sizable 9 Folded 13 RSM 16 Bachelor girls 17 Lie 19 Desolate 24 Fighting 25 Snap 26 Admire 27 Notary
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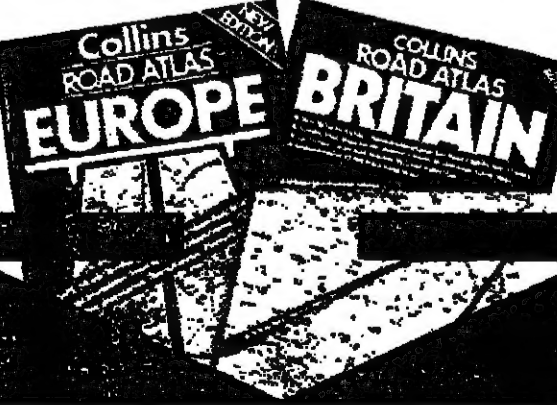
On the Friday Page tomorrow: Brigitte Bardot at 50.

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The radio that thinks for you

"Thinking" radio receivers, which eliminate the need for tiresome tuning and retuning, ought to be commonplace in the 1990s. The BBC's engineering section is already well advanced in developing a basic system to help listeners find the station of their choice easily. This would work through an electronic circuit attached to a liquid crystal display screen, such as one seen in calculators, in a new generation of radio sets.

The screen would display the source of the signal the set is receiving and, in the case of a car radio, could be attached to a voice synthesizer which would tell the driver, on request, the station he had selected.

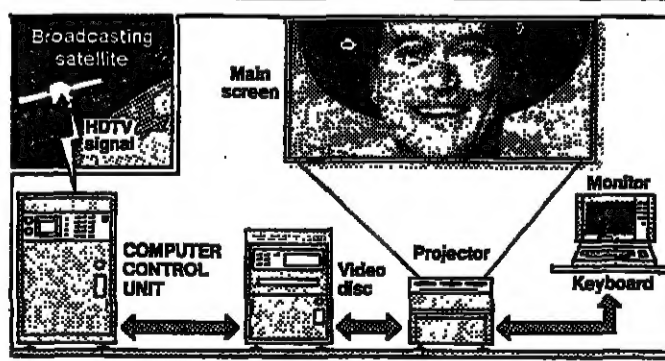
A more advanced version of the system would eliminate the need for tuning altogether. The radio set would simply carry a number of buttons, each dedicated to a particular station. When a channel is selected, the radio will tune into the station automatically.

The key to the whole system is "radio-data", a signal added to the conventional sound broadcast at the transmission stage. The signal is invisible but it can be interpreted by a microprocessor within the radio itself.

TV shows on a plate
When the prospect of direct broadcast by satellite to domestic homes was first raised, one of the most common objections was an aesthetic one. Who, the critics knew, would be willing to have a three-metre dish aerial, like a

FINDINGS

A series reporting on research: BROADCASTING TECHNOLOGY



Picture power

Love computers or hate them, the home of the future looks bound to have one of the beasts, if only to control the domestic television set.

Sony, which has led the way in developing a high-definition

television system equalling the cinema in picture quality, finally set the first set on the market in Europe last week. A high-definition television (HDTV), video tape recorder, camera, monitor, projector and 10ft wide screen, will leave little change from S1m.

miniature version of Jodrell Bank, put on top of the house?

Happily, the prospect of a forest of dishes across the face of Britain is fast receding. The size of the necessary dish has shrunk to just under a metre, and, according to the BBC's engineering research department, the dish design may be ditched altogether in favour of an unobtrusive small flat plate fastened to the side of a house.

The installation of a flat antenna or a dish aerial would need to be carried out by trained technicians using a compass and other instruments to align the satellite signal. The BBC says that the parabolic dish is probably the cheapest to make at the moment, although suitable mounting arrangements and precautions against wind damage would add to the cost, which other researchers have estimated at around £300.

A flat antenna would suffer fewer wind problems and could have simpler mounting arrangements. Potential materials for cheap flat antennas are available, the BBC believes.

With first-class stereo and 1,125 lines per picture, compared with today's 625 lines, it is impossible to detect any break-up of the HDTV screen image even when standing close. But the sting in the tail on high-definition development could be found deep within a technical paper by E. Kinura and Y. Ninomiya, two technical researchers with the Japanese broadcasting service NHK, who have come to the conclusion that a new generation set will need access to a 10-Megabyte computer-controlled memory bank 150 times bigger than that on today's home computers.

HDTV needs the computer memory because of the amount of information required in its transmission. But the presence of a 10-Mb computer in the home could affect more than the



young girl was copied from a slide, turned into electronic signals, and inserted into the computer-generated electronic pattern. The BBC says it has retained the photograph, not for sentimental reasons, but because "it provides valuable information for assessment of flesh tones, overall saturation, luminance-chrominance timing, and picture monitor convergence."

Hatters & Queen

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The (not so) merry wives of Westminster
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BOOKS

A life behind our aloof poet

In cases where a writer has requested that no biography of him should be written, the person who disregards such a request has only one way of defending his action: the biography itself must, by its quality and its approach, justify itself. Peter Ackroyd decided to write his life of T. S. Eliot without the blessing of the author's estate, and without their permission to quote from unpublished works and correspondence, and without permission (and here I must say the estate seems to have gone a bit bloody far) to quote from any of Eliot's published work "except for purposes of fair comment in a critical context". In other words, Ackroyd was on his own.

But it turns out that Eliot's privacy is not completely protected by the powers of the estate. If you are a scholar and have the time and money to go round several university libraries, you will be able to peruse a large amount of correspondence. Things like letters can be in the public domain without being actually published. A vast number of people would like to know what facts are available, but cannot possibly start tramping round Princeton, Yale, New York, Arkansas, and so forth in order to find out. Their essays are due next week, and their grants are already spent. Such students, and other general readers such as myself, have needed somebody to do the tramping around on their behalf. Mr Ackroyd has done the work - and defied the ban - on our behalf. The resultant biography justifies itself.

It is a work which stands comparison with Ian Hamilton's recent study of Robert Lowell. In both cases the poets in question led turbulent and often miserable lives. Lowell put his own life very much in the public eye. Eliot attempted the opposite, and tried to construct a theory of writing which was anti-confessional, impersonal. Yet Eliot, as Mr Ackroyd reminds us, once

James Fenton on the enigmatic and elusive genius old Uncle Tom

T. S. ELIOT
By Peter Ackroyd
Hamish Hamilton, £12.50

said of Edwin Muir's poetry: "We also understand the poetry better when we know more about the man".

The same holds true in different ways, for Eliot and Lowell. In the case of the latter the biographer can correct an impression given by the poet himself - for instance, the misrepresentation of a love affair. In the case of Eliot, Mr Ackroyd has put much of the supposed mystery of Eliot's life and behaviour into a clear and comprehensible context. The tendency of a good biography, even when it goes into sordid detail, is to protect rather than assault the reputation.

This comes across most clearly in the account of Eliot's disastrous first marriage to Vivien Haigh-Wood, which has been the occasion for much public debate recently. Without a biography and with only anecdote to rely on, you could easily get the impression of Eliot as a cold-blooded monster. But in the course of a complete biography, though you will find evidence at times to support a monster theory, the facts of the matter are unmistakable: that after a while it became inevitable that the marriage would have to end, and that Eliot did his best to find a way of making this clear to Vivien; that she was in no position to face the brutal truth, being seriously disturbed; and that Eliot suffered not just anguish and guilt over the



separation, but was even pushed to the verge of insanity.

If he was a sick man as a result of his marriage, that fact has further bearing on other considerations. For instance the charge of anti-Semitism has at least to be modified if we accept Eliot's own defence that he was sick at the time he wrote his attack on "Free-Thinking Jews" in "After Strange Gods. Modified but not dropped altogether. Eliot did own the offending lectures, but he never discovered his loathsome portrait of Bleisstein, or his "red-eyed scavengers" creeping from Golder's Green. Mr Ackroyd reviewed evidence for anti-Semitism in the letters (which we shall not see beginning to be published until next

year), but his tone while attempting to sound judicious comes over as exasperated. From the evidence Mr Ackroyd has seen, it appears that anti-Semitism was associated with the pornographic side of Eliot's fantasy, and his morbid sexuality.

Most of this aspect of him was kept from public view. Respectability did not permit such things. It must have been the sick Eliot who in 1923 wrote to the *Daily Mail* in support of Mussolini and demanding the execution of the murderer Edith Thompson. The two subjects might not seem related superficially, but in a sick brain they go well together. Yet it was Vivien in her madness, not T. S. Eliot, who joined the British Union of Fascists. Eliot's political thought was always on the

far right. Perhaps it was religion that saved him from fascism. His craving for authority and order found satisfaction at the high altar - preferably the very high altar.

Religion saved him from much else, from despair, from guilt, from his overwhelming sense of sin. Those who have no religion are badly off in this particular respect - they have nobody to forgive them for what they believe their chief sins to have been. It was in a way most fortunate for Eliot that he moved from the torture chamber of his marriage into the world of - well, into the world of Barbara Pym.

You get a sense, also, from this biography, of the way that Eliot might have got his mind around his conversion, while maintaining his scepticism and his intellectual self-respect. If he had stared into the void and been thoroughly unmoved by what he did not see, the alternative was not simply to turn away from the void and start believing the gospel. The alternative was to enter wholeheartedly into a ritual to practice religion in the ritual sense. You might not be able - especially at first - to justify any number of intellectual propositions that your religion appears to commit you to. But that is beside the point. Which is that in the practice of ritual, just as in the practice of aerobics, you find peace of mind. It makes a kind of sense, especially if you have been feeling ill for a high proportion of your adult life.

Why did he feel so ill? Partly it was nerves, partly the fact that for long periods he lived in continual fear of being tracked down by his first wife and partly because there does seem to have been an awful lot of "flu" around during the twentieth century. The remaining reason that this book makes clear is that he worked so hard. Valerie Eliot has said that her husband felt he had paid too high a price to be a poet, that he had suffered too much. And he said to Herbert Read that the best of his poetry had cost him dearly in experience. But the real effort seems to have been the writing that supported his poetry: all the journalism and lectures and broad-

The spell of modern American psyches

FICTION

Peter Ackroyd

THE WITCHES OF EASTWICK
By John Updike
Andre Deutsch, £8.95

The book is concerned with a coven of witches in New England, but Updike's world is so characteristically tactile and opaque that this could hardly be described as a "novel of the supernatural". Where such a theme would once have been investigated by an American novelist with symbolic force, Updike's tone is a more ambiguous one: it can move from fleshy realism to ethereal lyricism within the space of a few paragraphs.

His narrative is set in the Sixties, so that immediately a psychic distance is established - on the other side of which lurks that decade in which it seems that almost anything could happen. And, in *The Witches of Eastwick*, almost anything does. The eponymous heroines, Jane, Alexandra and Sukie, have spent their time engaged in minor spells and minor affairs until the earthy, quixotic figure of Darryl Van Horne enters their small world of Eastwick in Rhode Island. Although this psychic sorcery derives much of its energy from an electric femaleness which its members spread around in an almost elemental fashion, it is not an entirely self-regarding trio. They are very interested in men, and the arrival of Van Horne sets off a trail of polymorphous sexuality that eventually lights a murderous fuse.

There are times when, in the

investigation of his heroines' magic, Updike suggests that a whole history of American witchcraft lies behind them - and yet, in the end, the modern world casts its own spell: the witches find their sorcery to be out of fashion where it is not counter-productive, and the satanic figure of Van Horne is shown to be something of a sham. It is only when they renounce their magic, and throw away their books, that the three women are able to find a kind of peace.

These women dominate the book, and it is clearly Updike's intention here to expose the layers of female consciousness in a way which few male novelists have attempted. He writes even of child-rearing in a quite familiar and knowing way, "how as they came one by one it was the female infants sucking that tugged at her insides more poignantly, the boys already a bit like men, that aggressive vacuum, the hurt of the sudden suction...". One might almost call it a surreptitious invasion, as if he were in the process of asserting that there was no segment of the imaginative life which he cannot claim as his own.

And yet the book is more than the details of its plot since Updike is one of those novelists who depend least upon story to maintain the interest or consistency of their prose. He has always been a very conscious, almost a literary, writer: the elegance is characteristically there and, although its very consistency makes it sometimes seem like a cheat, beneath the plausibility of his prose there is a genuine attention to the sound and movement of words. This is, in fact, what gives his writing its authenticity, not only in the passages of descriptive writing, where he can summon up the New England landscapes like an hallucination, but also in his evocation of character.

This last gift might almost have been borrowed from the psychic world upon which he elaborates here, for he has the ability to evoke a character which is more than a mere assemblage of words and events. The quality of writing evoked here, and the way in which it intersects with the recognizable human world, is perhaps sufficient testimony to that level of achievement which *The Witches of Eastwick* represents.

Few writers in the last ten years have been as unchallenged cult figures as Angela Carter. From *The Infernal Desire Machines of Dr Hoffman* onwards, she has influenced a whole generation of fellow writers towards dream worlds of baroque splendour, fairy-tale horror, and visions of the alienated wreckage of a future world where nothing comforts the human spirit. There is nothing cosy about Miss Carter. In all her novels, there is a deliberate stylish chill; it is almost as if she is defying her readers to experience the ordinary human emotions. It is a ruthlessness that has always been balanced by the compassion and concern of her excellent journalism. Now, in *Nights at the Circus*, she has invented a new, raucous, rancorous, Cockney voice for her heroine, Fevvers; taking us back into a rich, turn-of-the-century world, which rocks of human and animal variety, and has produced her most flamboyant novel to date.

Hatched from an egg or not, winged or not, Fevvers, a giant beauty of a circus performer, dominates the reader as easily as she does Walter, the bewildered journalist who is trying to ferret out the true story of her feckless life. And the clocks strike midnight many times, as we move from Ma Nelson's brothel to the dressing room where bottles of champagne

Spangles and old sawdust

FICTION

lodge now in her toilet jug. When Walter, sceptical, puzzled, and erotically hooked, plucks up courage to join the circus on its Russian tour, we follow briefly, as Colonel Kearney's troupe makes its way from the peach stucco of St Petersburg to the wilds of primitive Siberia. Everywhere Fevvers needs the witch-like protection of her foster mother, Lizzie; everywhere Walter meets freaks, fantasies and fears, not to say physical damage and humiliation. Even Fevvers has her bad moments with an artful suitor who would like to capture her for part of his miniaturized jewel collection. *Nights at the Circus* is a book with many stories; but Angela Carter has not softened her demands upon the reader. It remains the language that holds the power source: rudely colloquial, perhaps, but none the less, and detailed with delight, like any Carter novel the "Ludic Game" is the chief pleasure she

Elaine Feinstein

NIGHTS AT THE CIRCUS
By Angela Carter
Chatto & Windus, £8.95
THE WALL OF THE PLAGUE
By Andre Brink
Faber, £9.95

is offering her readers, into whatever wilderness they may be led.

Not so Andre Brink, whose wilderness remains closely bound to his South African experience, even though this new novel is set very persuasively in Provence. Games are what people try to play, and fail, because they cannot escape simplicity and betrayal, however hard they try to romp and run away from them. Hence the central image of the Black Death, and the Wall was one set up against it in a doomed attempt to keep free from the dangers that ravaged fourteenth-century Europe. Hence, too, the parallels between the bacillus of racism and that of the Plague.

Brink has drawn a remarkable woman as his central character, Andrea, a young Cape coloured girl. She is researching her lover's film in the unwanted company of a young Black revolutionary,

Mandla. Her lover, as a responsibly liberal white South African, is trying to help Mandla. It seems implausibly trusting of him to throw them together. And though their initial truculence is convincing, the book moves inevitably towards their single act of love. With this comes Andrea's own acceptance that she cannot belong in Europe. As the two of them move about Narbonne and Carcassonne, where the burning of the Jews in the fourteenth century as a mistaken prophylactic against the plague was particularly ruthless, Andrea and Mandla encounter increasingly disturbing evidence that present day Europe is infected with the virus they had thought left behind. Aside from casual racism, South African agents extend a pitiless hand into France itself.

Some conclusions that the book suggested, for all its persuasiveness, disturbed me. At one point, Brink makes some importance in the origin of the medieval Plague in South Africa. At the same time as he has Andrea withdraw from a white world she accepts as hostile, we feel the germ of Apartheid has entered the novel itself. If Andrea must send her white lover away in order to become herself, surely this is the germ of the very South African ideology the writer is concerned to expose and oppose.

It is hardly necessary to catalogue the familiar story of carnage and bitterness which began with the bombardment of Fort Sumter and ended at the Appomattox court-house which provides the framework for Gore Vidal's massive and quite admirable novel. There is action in plenty but the emphasis is on character: on Lincoln himself, mid-eyed and adamant; on William Henry Seward jowly scheming for effective power until outsmarted by the President to whom he is subsequently entirely loyal; on Salmon Portland Chase tirelessly undermining honest Abe with a view to achieving his own presidency the next year round. Less portentous figures are the engaging John Hay, secretary to the President, liberal poet, and politician; and Dave Herold, assistant at a drug-store which supplies the White House, his head buzzing with fatuous romantic notions. The

Nigel Andrew

MONEY
A Suicide Note
By Martin Amis
Corgi, £2.95

A writer called Martin Amis is explaining something of the novelist's art to the protagonist of the new Martin Amis, one John Self. (Got that?). Given a sufficiently "wicked, deluded, pitiful or ridiculous" hero, he muses, "you can do what the hell you like to him, really. This creates an appetite for punishment. The author is not free of sadistic impulses". Well, no one would accuse the writer of *Dead Babies* or *Success* of being free of sadistic impulses, and there are times when *Money* looks like another exercise in high-quality artistic degradation. But nothing in Amis's strange and complex fifth novel, is quite what it seems.

Billed as a "suicide note", it turns out not to be. Presented as John Self's freewheeling, holds-barred account of his attempts to put together a film - variously titled *Good Money* or *Bad Money* - it finally emerges as an intricate, highly-wrought and fully self (oops!) - conscious fiction. Purporting to present simply the view through Self's red-tinted and unreliable eyes, the writing continually outgrows any plaus-

Founding father and Self-conscious victim

Stuart Evans

LINCOLN
By Gore Vidal
Harcourt, £9.95

novel is scrupulously researched and the motives for the first modern war are interpreted with dispassion, as the moral impediments of pragmatists are hinged onto the field of battle to rot alongside the remains of war.

Lincoln's own pain and horror, his sense of participating in a tragedy, are revealed with sympathy, just as his political cunning is remorselessly uncovered. The President wastes physically and intellectually under the stress of his

dogged duty, beset by political, military and financial intrigue, fretted by the yawning abyss of his partly deranged wife. Yet he remains magnificently true to himself. When it matters the iron fist in the homespun glove falls inexorably and finally; the tall-hat is casually doffed to the crowds which contain potential assassins. He is never in any doubt about assuming powers that make him "Lord Protector" of the Union which he swore at his inauguration "to preserve, protect and defend". Gore Vidal's versatility as a novelist is as remarkable as his technical assurance and unobtrusive skill. From the cool urbanity of his earlier novels to the acerbic satire of *Duluth*, he offers penetrating wit and an unblinking sardonic under-

standing of folly and pretension. In his historical reconstructions, he curbs his high spirits in the interest of narrative efficiency. At the same time his relish for political trickery, public sophistry and self-advertisement in government is given full publicity. *Lincoln* abounds in portraits of subtle politicians. General McClellan, the Chevalier Wilcox, and John Wilkes Booth are treated without mercy for their intolerable vanity and stupidity, but the Ancient himself is held in a certain awe. "Humble men," says Hay, never rise so high nor do so much." Mr Vidal leaves the impression of a noble, obsessed man who cared more for an ideal than he did for himself or for people, suggesting that the President ultimately willed his own murder as "a form of atonement for the great and terrible thing that he had done by giving so bloody and absolute a rebirth to his nation."

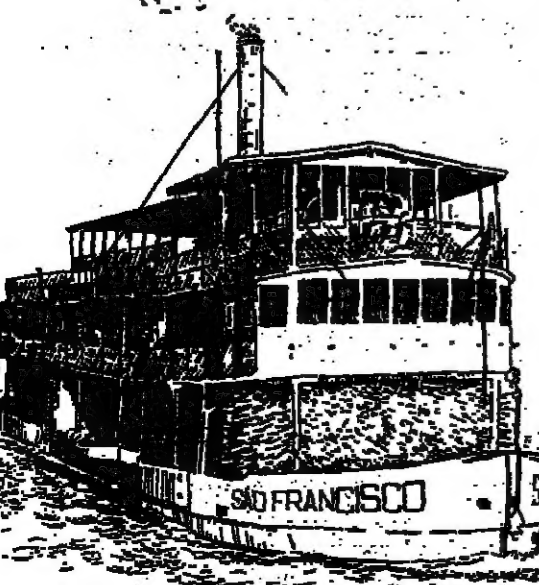
comfortable back-jacket photo of artist and endgame), was a "joker in the pack". And the other joker? None other than "Martin Amis", commissioned by John Self to re-script *Good Money*. This extremely clever and audacious novel has some fine comic passages - particularly on the monumental vanity of film

stars - and a good serving of the hyperbolic indecencies we have come to expect of Amis. *Money* is set in 1981, and vividly evokes, among other things, the feel of London in that strange, nervy summer. It is an exciting and demanding work, by an author who remains laudably determined to make the novel do something

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Richard Owen

WILD BERRIES
By Yevgeny Yevtushenko
Macmillan, £8.95

This is not exactly an easy novel for English readers - disjointed and diffuse, with a plethora of strange Russian names and Siberian customs. Can this be Yevgeny Yevtushenko the poet, he of the clear, clean verses on love, corruption and the neutron bomb? The same - and *Wild Berries* (the Russian title is *Berry Places*, but *Wild Berries* has a tangerine taste to it) is shot through with the same preoccupations as Yevtushenko's poetry: a questioning of authority, profound love for the much-sat-upon Russians, irony at the ways of Fate.

We follow the fortunes of the fat and foolish Berry Commissioner, Tikhon Tikhonovich Tugikh, falsely accused of tumbling a peasant girl in the hay and getting her with child. He ends the novel in hospital as the patient of a girl he really did father, years before, in the terrible days of Stalin's collectivization campaign.

The story of Tikhon is meshed with that of a doomed Siberian expedition on the Siberian rivers led by Viktor Kolomeitsev, a stern moralist who has had most of the women in his team (sex rears its head in the Taiga). All this is fantastically interwoven with Salvador Allende awaiting betrayal at the hands of General Pinochet, the visions of the nineteenth-century scientist Tsiolkovsky at Kaluga, and, above the chaos, the rumormongers of a Soviet cosmonaut, the product of one of these raw Siberian liaisons, musing on the goings-on below

in Siberia, home of the most delicious wild berries on earth, and incidentally Yevtushenko's birthplace.

No concessions to non-Russians there, but Yevtushenko is talking to his own people (*Wild Berries* was a best seller in Russia, after it eventually passed the censorship) and simply cannot stop himself. The novel teems with life and ideas like a Siberian river with fish. People spend their time arguing about the existence of God, or why they are not allowed to travel abroad, or their lusty sexual experiences. There is love for the simple and self-educated, contempt for careerists and followers of fashion.

Dinner elements in the Soviet Literary Establishment appeared in Russian, to passages describing the lunatic and bloody fate of the Zolozin family, falsely accused of being kulaks during collectivization by small-minded and envious Communist officials. But those looking for anti-Soviet ammunition should look elsewhere: Yevtushenko's touch is delicate, allusive, and sympathetic, as in his painful description of a Siberian peasant gazing at the "fairy-tale" goods in a Moscow hard-currency store, only to be told by the rude and haughty sales-girl that such luxuries are not for mere Soviet citizens. Or the mildly malicious portrait of a society painter, a member of the Soviet elite, with his Rolex watch and Dacron suit (recognizably Ilya Glazunov).

An insider's book, perhaps; a passionate invocation of Russia and Siberia; but one which shows Western readers an insider's view of Russia as infuriating, absurd, repressive and loveable: a mixture of achievement and ignorance, laughter and tears, stupidity and warmth. It is a pity the publishers, who commissioned a good translation from Antonina Bonis, did not also provide a glossary and introduction to make *Wild Berries* more accessible.

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BEST OF A BAD JOB

Before passing judgment on the Sino-British agreement on Hong Kong, the full text of which was published in yesterday's White Paper, it is important to consider what British negotiators could and could not achieve. When the Prime Minister went to Peking two years ago, there were hopes that the status quo in Hong Kong could be preserved unchanged after 1997, the year the lease on most of the colony expires. There was talk of Britain extending the lease, or of acknowledging Chinese sovereignty while continuing to administer the territory, as the Portuguese have done in nearby Macau.

But it soon became abundantly clear that the Chinese leader, Mr Deng Xiaoping, had no intention of letting the British stay on after 1997. Instead, he stuck to the position he took at the time of Mrs Thatcher's visit and has taken ever since, namely that in 1997 Hong Kong would become a Special Administrative Region of China with a high degree of local autonomy.

It took the British government some time to come round to the view that if China chose to assert control over Hong Kong there was little Britain could do about it. But given both the lease agreement and Hong Kong's special relationship with China, there was in the end no other view to take. During the past year or so, then, British negotiators accepted that the most realistic agreement would be one ceding China's claim to Hong Kong, but giving enough details about China's plans for Hong Kong after 1997 to provide at least a modicum of assurance to the people of Hong Kong, and to hold Peking to its word.

Their task was not an enviable one. China was in the dominant position, and their only hope was to show that a detailed agreement was in China's interest at least as much as Britain's. There were, it is true, certain "cards" to play - or rather, to leave lying face up for the Chinese to see. These included the "Taiwan card" showing how a sensible settlement of the Hong Kong problem could help Peking deal with the Nationalists in Taipei, and the "modernisation card", showing how, with proper handling, Hong Kong could help China attract much-needed foreign trade and investment. But the British side could never be sure that if provoked Mr Deng might not sweep all the cards aside, and

putting national pride before economic prudence take over. Under these circumstances, British negotiators had to look determined, but without quite allowing their determination to be put to the test. Only in this way could they secure concessions without allowing the negotiations to break down, and the future of Hong Kong to be thrown into jeopardy.

Bearing these considerations in mind, the agreement unveiled yesterday has much to be said for it. As expected it combines a British acknowledgment of China's claim to sovereignty over Hong Kong after 1997 with a Chinese commitment to retain the present social, economic and legal system in Hong Kong largely unchanged for fifty years after that date. It also includes in the form of a 14-point annex to the main joint declaration a series of detailed provisions for Hong Kong after 1997. In many ways these provisions are a triumph for British diplomacy.

They are unusually clear and comprehensive - far more so than appeared likely a few months ago - and provide assurances that Hong Kong's way of life will remain unchanged right across the board, from law and financial affairs to civil liberties. Certain parts of the annex are particularly welcome, for example the provisions allowing expatriates to go on serving in government at a high level after 1997; the fair and sensible regulations for land leases up to and beyond 1997; the assurances about freedom of religion and education; and the right given to Hong Kong to handle its own external economic affairs, for example by participating in GATT.

Others are less welcome, for example the provision for stationing Chinese troops in Hong Kong after 1997 "for the purpose of defence" - understandable, no doubt, but not welcome. Then there is the part of the agreement that deals with nationality. This is contained in the joint declaration or the annexes attached to it, but in memoranda to be exchanged between the two sides. These make clear that Hong Kong's two and a half million holders of British Dependent Territory passports will not be eligible for dual nationality, and that after 1997 they will not be able to pass on such rights as they enjoy from

these passports to their children. On this issue Britain has given away too much; and if the terms of the memorandum cannot be altered, the British government should at least compensate them by giving as broad a definition as possible to those B.D.T. passport holders eligible to settle in Britain under the discretionary terms of the 1981 Nationality Act.

There are other shortcomings, as well. One is the provision for a joint liaison group, which is to monitor the agreement, and will be based in Hong Kong from 1988 until year 2000. Liaison is necessary, but not in Hong Kong, for despite official disclaimers the liaison group will come to be seen as wielding a political authority of its own. As such it will reinforce fears that China will quickly start interfering in Hong Kong's internal affairs.

Nor does the actual form of the agreement - a joint declaration with annexes and memoranda - correspond very convincingly with the description given by the Foreign Secretary at his press conference in Hong Kong eight weeks ago, when he spoke of an agreement that would be "legally binding". It is binding only in the sense that at the moment both sides have a strong interest in upholding it. It cannot ensure that China will be willing or able to tolerate a capitalist enclave in Hong Kong in twenty or thirty years time, when the eighty year old Mr Deng has passed from the scene.

But just as it would be wrong to celebrate the agreement as a victory, so too it would be wrong to criticize it too severely. It has managed to secure some unusually specific assurances from Peking, and as such holds out the prospect of order, stability and business confidence in Hong Kong, at least for the next few years. It does not, and cannot, address the distressing fact that most people in Hong Kong remain deeply suspicious of the Chinese Communist Party, and extremely reluctant to come under its sway. Nor can it prevent the slow erosion of Hong Kong's identity by creeping interference from China, which is now the greatest danger to the territory's future. But given the limits on what could be achieved, it comes close to being as good as Britain, and Hong Kong, can expect to get. And as such it should be judged a success.

BROKEN TRUST

South Africa has injured itself by refusing to honour solemn undertakings given to a British court that four South Africans released on bail will return to face arms smuggling charges. There is no justification in the attempt to link this with the case of the six political dissidents who have sought refuge in the British Consulate at Durban.

The Durban six have not been charged with any crime. They were held under the Internal Security Act but released when a South African court ruled that their detention order was invalid and fled to the consulate. Another detention order has now been obtained by the authorities and its validity is being challenged in the courts. In the meantime the British Consulate remains their somewhat reluctant host. The British view is that there is no justification for forcibly removing them, though they obviously cannot stay permanently. South Africa is respecting the consulate's inviolability under the Vienna convention. The hearing of their appeal against the new detention order - by the Pietermaritzburg Supreme Court, probably next week - may make a marginal change in the strict legal position but is unlikely to alter the British attitude. The six will remain unchanged: in partisan terms

they might be described as fugitives from injustice rather than fugitives from justice. They have not asked for asylum, only temporary refuge.

The four South Africans due to appear before Coventry magistrates face criminal charges - of evading United Nations prohibition on the export of strategic goods to South Africa. They were allowed to leave the country only after specific assurances had been given to a judge by Mr Andre Pelsler, first secretary at the South African Embassy. There is thus a clear case of promises broken and international undertakings not fulfilled. The happenings in Durban cannot be an excuse.

What the world should do about it is more difficult. Mr Denis Healey is surely over-reacting in calling on Britain to persuade the EEC to impose sanctions. The left frequently calls for sanctions, but they would almost certainly be ineffective against South Africa and would cause great damage to British interests. On the other hand it is important that displeasure be conveyed. The perfidious Mr Pelsler has already gone some, but it would be a good idea if it were made known that he would not be welcomed back. There are other contacts

and cooperations that could be ceased. When Mr P. W. Botha is next passing he should not be invited to lunch at Chequers.

South Africa's self-damaging behaviour indicates that Pretoria has reason to feel seriously embarrassed by the Coventry case. Closer attention might need now to be paid to the activities of South Africans in Britain - in operating on the edge of legality in buying arms, oil and technology and, more seriously, in using illegal means, such as bribing and burglary, in keeping a check on the operations of anti-apartheid exiles.

In a wider field, a broken international promise inevitably means a loss of credibility; a bankrupt must surrender his credit cards. This is specifically serious over Namibia: the American-led Western position has long been that if certain specifics were met the South Africans could be relied on to fulfil their pledge to allow Namibia independence. But can that now be the case? More generally, an influential view in Washington and London has long been that more contacts are likely to mean easier adjustment during this difficult time for South Africa. That must be right, so it is sad that the present loss of trust inevitably means more isolation.

Winning wines

From Mr Karl Heinz Johner
Sir, I endorse the sentiments expressed by Gay Biddlecombe, of St George's English Wines (September 19).

As one of the leading wine producers in this country, we were equally amazed to find that English wine had been excluded from the classifications of the Wine Development Board. I cannot imagine any other country treating its own wine makers in such a way.

After nine years of making wine at Lamberhurst I feel I understand English wine. But I don't think I shall ever understand the English.

Yours faithfully,
KARL HEINZ JOHNER,
Winemaker,
Lamberhurst Vineyards,
2 Ridge Farm Cottages,
Lamberhurst,
Kent.
September 21.

Naseby's new battle

From Mr Max Hastings
Sir, Monday's leading article (September 17) offering the mild blessing of *The Times* upon the proposed A1-M1 link road across Naseby battlefield was phrased in the finest tradition of "a faraway country of which we know nothing". Our own village will not be directly affected by the road, but it lies close enough to appreciate the value of what it is at stake.

Given the instinctive philistinism of Whitehall, most conservation struggles are decided by the size and vociferousness of the middle-class lobby in the area affected. Rural Northamptonshire cannot field as many battalions of this kind as, for instance, the Winchester by-pass catchment area.

There is thus a real danger that the A1-M1 proposal will be steam-rollered through by the baulage lobby and the very sensible objections of local landowners dismissed as special pleading. The Govern-

ment has been making it plain for some years that it proposes to make Corby a showcase of industrial reconstruction at almost any cost in subsidy from the taxpayer. Whitehall's enthusiasm for placating the former-steelworkers is a formidable secondary - and unifying - influence on its enthusiasm for this road.

Experts have proposed several alternative schemes which involve upgrading existing roads rather than cutting a swathe across a singularly unspoilt tract of east midland countryside, even ignoring the historical significance of Naseby.

In the 1980s we really should have learnt enough from the miserable errors of the 1960s to perceive the futility of creating space-age local communications at the cost of making the locality itself unfit for human habitation.

LETTERS TO THE EDITOR

Economic revolution facing the nation

From Mr J. F. Q. Switzer

Sir, In your leading article, "Beyond the mountain range" (September 24), you rightly urge a radical change in the whole attitude to coal extraction and the future of the coal industry. But Mr Enoch Powell's article to which you refer (September 22) goes far beyond the question of the future of the coal industry.

What he is saying is that the miners' strike is part and parcel of a general predicament of a society caught up in a rapid and continuing economic revolution, and that "during the next ten or twenty years the whole nation, and not only the mining industry, has to surmount a high and daunting threshold".

The Archbishop of Liverpool put it with equal force when he said that "the whole nation needs to take a very clear look about it as we move towards the eleventh hour of the industrial era".

The word revolution is not an exaggerated description of the change to which our economy and therefore our society is being subjected. Professor Stonier, Chairman of the School of Science and Society at Bradford University, has recently said that within two or three decades it will take no more than 10 per cent of the labour force to produce all the material goods used by society. The labour input in office work of all kinds will also be substantially reduced.

The consequences for patterns of employment and working hours, for education and training, and for the impact of increasing recreation on countryside and coastline are enormous.

At the root of the problem lies the question of how we transfer wealth from those who generate it, who are in highly paid jobs using the new technology, to those who are freed from manufacturing and service industries and can therefore work in jobs that can only be done by human beings and which do not "make money" - such as health and social care or clearing up and improving the landscape, jobs which at present we cannot "afford" to pay people to do.

That seems to me to involve a vast expansion of jobs in the public sector or in publicly supported bodies, and therefore to require an increase in taxation.

Am I right or wrong? At least I

should like to see the question discussed. Precious little has come from the politicians, and in the absence of informed discussion I fear either a Luddite response from those fearing unemployment, or things usual "Don't you worry, these things always sort themselves out" attitude, which will ensure the maximum social tension combined with the failure to secure the great benefits that the advances of technology can bring.

Yours faithfully,
J. F. Q. SWITZER,
Sidney Sussex College, Cambridge.
September 25.

From Mr Edward Goodman
Sir, As Mr Enoch Powell and your thoughtful leader (September 24) point out, the miners' strike is now bringing into focus the nature of the general problem facing our industrial society at this time of rapid technological change and high unemployment: the need "to recognize and to cope with an era of economic revolution".

The search for a reconciliation between the necessity for efficient production and the human values of the community must be pursued with determination, but will take a long time and will, it is to be hoped, involve bold experiments.

Could the present impasse between coal board and union be the starting point for one such experiment? The idea of the two-tier economy might be tried out. Let the first tier be the productive coal mines, with all their high technology. The second tier would then be the less productive pits, needed to be kept going to sustain the life of the mining communities and provide continuing employment for those whose skill is dependent on them.

They could be hived off from the National Coal Board, apart from certain central services. Among the more difficult questions are: could the profits from the first tier be used to support the second and would the miners who chose to stay in the second tier be prepared to work for a smaller return in order to retain their traditional way of life?

Yours faithfully,
EDWARD GOODMAN, Chairman,
The Action Society Trust,
9 Poland Street, W1.
September 25.

Bishop's views on the miners' dispute

From Mr Norman St John-Stevens MP for Chelmsford (Conservative)
Sir, It would be sad if the somewhat hysterical brouhaha surrounding the Bishop of Durham's endorsement of the miners' strike were to obscure the important principles which his utterance raises.

First, the Church - by which I mean in this context the bishops and clergy - contrary to some of the dis-a-quote comments of my political colleagues, has not only a right but a duty to speak out on political issues which have moral and social implications. The Christian religion cannot be confined to the liturgy or the private meditations of the pious. Christianity will not be imprisoned in the vestry; the Christian religion is social or it is nothing. It is about the relationship between human beings in the light of the teaching of the One who set the supreme example and became in very truth the man for others.

Second, the guidance given must be clear and unequivocal, but on matters of general principle not on particular political applications, let alone party political ones. If this is not done clerical statements, far from clarifying the moral issues, establishing the common ground, and modifying aspirations, will simply be seized on as additional weapons by the protagonists in the struggle.

The bishop's sermon, which I have read carefully and in full, for the most part makes a valuable contribution to the spirit of reconciliation and unselfish service, which our country needs at the moment more than anything else. Its tone is humble and undogmatic, in fact thoroughly unepiscopal. Alas, when it gets down to the application of the principles to the miners' strike it becomes at once contentious and partisan. The Lord Chancellor has dealt trenchantly in your columns with the unseemly remarks about Mr Ian MacGregor, who himself has taken the good-natured ground. Yet there is a far more misleading and dangerous passage in the sermon when the bishop declares *ex cathedra* that "the miners must be defeated and this must be the first priority".

But there is no struggle between the miners and the Government or even with the coal board. How could there be when they have never been given their democratic right to express their opinion? A large minority have even so insisted on working, an even larger minority have been intimidated by public and private violence from so doing. Furthermore, has the bishop paused to reflect that if the miners "must not be defeated", then the lawful Government, the rule of law and Parliament must?

The Bishop of Durham has secured a remarkable double within a space of a few weeks by first giving the impression (quite wrongly) that he does not believe in the Resurrection, whereas his doubts concern the empty tomb, and then (equally wrongly) that he is an uncritical supporter of Mr Scargill and his bully boys. All this has come about through a combination of naivete and a clumsy and imprecise use of language. May I respectfully suggest to his Lordship, that when he comes to the third horse of his troika - his maiden speech in the House of Lords - he puts these defects right. Then he will have a real chance that his sincere and spiritual message will actually come across.

I am Sir, your obedient servant,
NORMAN ST JOHN-STEVES,
House of Commons,
September 26.

From Mr Brendan Clifford
Sir, With clergyman (more than any other profession, I suspect) it is vital to understand "where they are coming from". The future of the Conservative Party and the smugness of Mr Scargill are two manifestations of the same thing, both of which fail to recognize Bishop Jenkins' starting-point. In true prophetic style, he castigated both parties for their intransigence.

To concentrate on anything else (as Mr Walker has done in his rejection of the Government as enemy; as Mr Scargill has done in using the bishop to support the ends of his own union; or as Lord Hailsham has done in his trivial remarks on racism) is to miss the point.

The gospel message demands reconciliation between an individual, a group and a nation. An obvious duty of a properly appointed Church leader is to apply this, even at the risk of being a "sign of contradiction". Yours faithfully,
BRENDAN CLIFFORD,
Flat 2,
2 Wilton Avenue,
Southampton.
September 25.

From Mr R. J. Silburn
Sir, As Clifford Longley points out today (feature, September 25), the tradition of compromise for the sake of peace is deeply rooted in the Church of England, and indeed, in the whole British way of life. This goes a long way, for example, towards explaining the popularity of Neville Chamberlain at the time of the Munich agreement.

However, it cannot wholly explain the inconsistencies shown by the Bishop of Durham's contrasting attitudes towards the main protagonists in the current coal dispute.

The bishop calls for the unconditional removal of Mr MacGregor while he is content to see Mr Scargill continuing to lead the NUM, merely hoping that he will "climb down" in some vague way. Yet throughout this dispute it is Mr MacGregor who has offered to make concessions, and Mr Scargill who has refused to moderate his demands.

Yours sincerely,
R. J. SILBURN,
10 Woodcote Hurst,
Epsom,
Surrey.

From the Reverend J. L. Marshall
Sir, I am astonished by the letter from Lord Hailsham (September 25).

That the most senior member of the judiciary should consider that the Bishop of Durham's *obiter dictum* is capable of such a construction makes me tremble for the future of justice.

Concern over gallery's future

From Mr Frank Auerbach
Sir, The GLC wants to evict the Arts Council from the Hayward Gallery. I am dismayed.

My work has had a retrospective exhibition at the Hayward. This happens only once: I have an interest only as a visitor.

I know the Arts Council staff to be disinterested, dedicated and very hard-working. The team may be irreplaceable. It has put on some marvellous shows.

Perhaps most people do not care for art. They get their communications, their images of human impulse and endeavour entirely from other sources. But very many people are engaged and moved, and they have made an effort to visit the Hayward Gallery.

I, for one, have been affected by the Picasso and Matisse exhibitions, by the Rodin exhibition which Henry Moore arranged, and by many others.

The Arts Council programme has been pretty varied. Perhaps the GLC has plans for different exhibitions? Is the Hayward Gallery essential to these plans? Does the GLC know what it proposes to do?

Yours sincerely,
FRANK AUERBACH,
c/o Marlborough Fine Art (London) Ltd.,
6 Albemarle Street, W1.
September 25.

From the Chairman of the Association of Art Historians
Sir, The Greater London Council (and its predecessor, the LCC), has an honourable record in promoting the arts and art exhibitions. One need only recall the series of

ham (February 13, 1979) and thence to Shaftesbury (February 18, 1979); and how it was moved from a grave north of the principal altar to a more worthy place in the sanctuary, in 1001.

The body may have remained there, despite the fact that a large number of religious houses claimed in the 19th century to have portions of St Edward's bones. The question is not so much whether the bones, now reposing in a bank vault in Croydon, are indeed Edward's (since that could never be proved), but whether they are the bones buried in the sanctuary at Shaftesbury, in 1001, in the belief that they were his. The press reports of the excavations in 1931 may make this clear.

Whatever the case, one hopes that the bones will be returned to Shaftesbury, and not end up in a Russian Orthodox Church in Exile cemetery in Brookwood, Surrey. No Saxon can have deserved that fate. Yours faithfully,
SIMON KEYNES,
Trinity College,
Cambridge.
September 24.

Hongkong's future

From Mr Jeremy Soames
Sir, Dr Elvin (September 21) could not have chosen two less informed reasons for not giving Hong Kong's "long-term future much of a chance".

It is an understandable precaution for many young Hong Kong professionals to secure a means of escape, but the majority of them return to Hong Kong once their security has been confirmed. Hong Kong is their home and where they feel the most at ease to practice their renowned abilities so long as their freedoms, both civil and commercial, remain tenable.

The Chinese "system" and the example of Shanghai have become outdated since China normalized its political and commercial relations with the world. Both these arguments would have been justified if past regimes had maintained their control.

However, the current pragmatism of the leadership in Beijing suggests a fundamental reassessment of the "system", which includes commercial encouragement.

Hong Kong's future is indeed dependent on the wishes of China. However, its role as a conduit for China's modernization is of such importance to Beijing that if the current philosophy can be maintained, then Hong Kong's long-term future has much more than "a chance".

May I suggest that Dr Elvin's "knowledgeable observers" should research from a practical point of view, thus allowing them to express their so-called informed opinions in public, rather than "in private". Yours faithfully,
JEREMY SOAMES,
47b Stubbs Road,
Hong Kong.
September 25.

Decline of handwriting

From Mr Charles F. Wilson
Sir, Once again, the handwriting on the birth certificate of a royal prince (photograph, September 22) brings sadness to both loyal subjects and lovers of calligraphy.

Presumably, Mrs Vince and other registrars are not instructed in this art before taking up their posts: in the latest certificate, I am reading "Slemy" for "Henry", while the qualification of the informant is quite illegible. The first letter of "Sheila" appears as a figure 8.

Might not this important task be entrusted in future to the experienced scribes of the College of Arms? Not only would we then see a document of exquisite beauty but one might hope that arrangements could be made for charities to benefit from the sale of copies to the public.

distinguished exhibitions devoted to British art at Kenwood over the past decade as an example.

It is all the more regrettable that the GLC, through its Arts and Recreation Committee, has served notice on the Arts Council of Great Britain to vacate the Hayward Gallery within six months, so as to promote the "first municipal art gallery in London". Not only is this assertion of dubious historical accuracy, but much more serious is the disruption to the Arts Council's exhibition programme, were such a threat to be carried out.

To organize a major art exhibition takes from two to five years; the recent highly successful *English Romanticism 1800-1850* was ten years in gestation and took another four years to achieve. The GLC is in no position at present to substitute a forward exhibition programme comparable to that of the Arts Council's, neither has it the resources of specialist staff, nor a recent track-record in this field which will win the confidence of lenders from British and foreign institutions, public and private, essential to the success of such undertakings.

Threatened with extinction, the GLC seeks to impoverish the artistic riches of the capital for short-term political ends. Londoners and our many visitors from abroad will not thank them for that. Yours faithfully,
DENNIS FARR, Chairman,
Association of Art Historians,
Columbia Institute Galleries,
41 Gordon Square,
London WC1.
September 26.

Research constraints
From Professor E. R. Maxon
Sir, The obituary of Professor Julius Comroe, which appeared in *The Times* on August 31 stimulates me to add my own comments to those championed by Professor Batchelor (August 16) concerning the present crisis in the funding of biomedical research in the United Kingdom.

Upon retiring from a scintillating career as a medical scientist, Professor Comroe devoted himself to scientific history - studying the way in which medical developments led to breakthroughs in treatment, diagnosis and stressing the importance of fundamental science to major advances in the prevention, diagnosis and treatment of disease. In fact, almost half of all advances essential to later clinical developments were judged to be the result of basic research.

This conclusion is not, I submit, a self-serving rationalization of his own life's devotion to basic research but a fitting analysis of how major milestones in medical progress are achieved. One is at a loss to understand the reasoning behind the Government's present policy of declining financial support for basic medical research; it has crippled several research programmes and, very importantly, prevented the initiation of new ones.

I believe that the present situation is both unacceptable and extremely shortsighted. Yours sincerely,
RICHARD MOXON,
University of Oxford,
Department of Paediatrics,
John Radcliffe Hospital,
Headington, Oxford.
September 17.

Post office closures
From Mr S. C. Whitbread
Sir, One of the apparently unforeseen effects of the closure of rural post offices is the intolerable strain this puts on the main offices in local towns.

A lady in her late seventies living in my village recently visited the nearest post office she can now reach by public transport (the village post office having been closed last year) - only to find that she was thirty-seventh in the queue.

Yours faithfully,
S. C. WHITBREAD,
Southill Park,
Biggleswade,
Bedfordshire.
September 24.

Living dangerously
From Mr Robin Ollington
Sir, Travellers on Romanian air lines are in emergency exhortation: Exit according to rule, first leg and then head; Remove high heels and synthetic stockings before evacuation; Open the door, take out the recovery life and throw it away.

Yours faithfully,
ROBIN OLLINGTON,
8 St Helens Road,
Northampton.
September 13.

Today the Advertising Association opens its biennial conference on the theme, A Talent To Sell? This Special Report examines the reputation of British advertising as the best in the world

Advertising

A leading executives from advertising agencies, their client companies and the media assemble today for the biennial Advertising Association conference, they may be forgiven for being in a cheerful mood. For the business of advertising and marketing is now starting to receive the recognition in the UK that it has long had in countries such as the US, and there are signs that it is taking on a new - and, some would say, overdue - importance in the economic life of the country.

The evidence is to be found on all sides: the astonishing rise in advertising expenditure in the last three years, despite the recession; the City's eagerness to invest in advertising and marketing companies; a general awareness in companies throughout the country, in most product fields, of the need to tailor the product to the needs and wants of the customer; and, perhaps most significant of all, an acceptance by government and consumer organizations that advertising plays a significant part in keeping down prices by stimulating competition.

This latter role is now sufficiently recognized for the Office of Fair Trading, the Consumers' Association and the Government to be pressing hard for the professions to remove their restrictions on members advertising their services and charges - pressure that has led to a flurry of activity in recent weeks as the country's largest accountancy firms have rushed to appoint advertising agencies.

It will tell more about the service

The Advertising Association could hardly have wished for a finer testimonial as they begin their conference than that which appears in the current edition of *Which?*, the Consumers Association magazine.

"So far as the consumer is concerned, that's a good thing. It will tell us more about the services available and the prices charged. And it should encourage much needed competition and new ways of doing things."

Such sentiments are a far cry from those prevalent 10 years ago, at the Advertising Association's 1974 conference, when the industry was under attack from both the OFT and the Government. At that conference, Shirley Williams, then Secretary of State for prices and consumer protection, and John Methven, then Director of Fair Trading, threatened to introduce statutory controls over advertising unless the industry put its own house in order.

This led directly to a strengthening of the industry's voluntary control body, the Advertising Standards Authority, and the introduction of a levy on advertisers to pay for it. The recession which began in 1974 had a disastrous impact on advertising revenue. In real terms, advertising spending dropped by a fifth between 1974 and 1976 compared with the figure for 1973. Yet throughout the recent depression - generally accepted as being worse than any period since the Thirties - advertising expenditure has carried on growing.

The best year ever for advertising in real terms was 1983, with revenue growing by 14.5 per cent to £3.58bn and this year is forecast to be even better, according to Advertising Association figures. This buoyancy is one reason why marketing and advertising has become one of stock market's most highly rated sectors, reversing the City's long-held scepticism.

"Advertising and marketing services have emerged as one of the real growth sectors of the economy," Bill Seward and Mark Sheppard, of stockbrokers Phillips and Drew, said in *The Times* earlier this year. "Even during the 1980-82 recession, overall profit growth remained strong, as industry realized that even when most other forms of spending were being curtailed, marketing spending had to be maintained to ensure the longevity of brands."

This year's president of the Advertising Association is Sir Graham Williams, president of



Flying Scots: The Scottish Dairy Council's advertising team had to go to Florida to find the sun in November

the Beecham Group, one of the country's largest advertisers. While naturally gratified that attitudes towards advertising are now so positive, he warns against the industry lowering its guard.

A look at the success factors

"Advertising in Britain now seems to be regarded as something of a success," he says. "The danger is that this view could lead to complacency."

The theme of the conference is A Talent To Sell? and the question mark at the end indicates that it is not simply going to be a congratulatory, back-slapping occasion. "It will look at the factors that indicate success," Sir

Graham says. "Advertisers have recognized the importance of advertising, increasing expenditure even during the recent recession years. The quality of British advertising now seems to be widely recognized as the best in the world. The City appreciates the importance of advertising as a necessary corporate cost."

"But it will go on to ask how real these factors are. Are we still being outspiced by our foreign competitors? Is British advertising really better, or just different, and parochial at that? Are we being as imaginative in its use as some? We have asked advertisers to speak who we feel have particularly good examples of advertising used well and profitably." "We shall be trying to analyse why advertising in the UK is the way it is," says Chris Powell, joint managing director of Boase

Massim Pollitt, and chairman of the conference organizing committee. "I believe one reason why much of the advertising in this country is so good is that we are getting better at managing talent, by establishing discipline in a way that does not stifle the creative element. But it is a paradox that while we seem to have the best advertising in the world, it is the importers - Britain's competitors - who are more inclined to invest in it."

"Nor is it just the advertising agencies that find this. One of our speakers is Nicholas Butler of BIB Design Consultants, who 'reinvented' the torch for Duracell. They do 80 per cent of their business abroad, because over here there seems to be little perception of the need for product design as an integral part of product innovation."

Torin Douglas

How should a product be presented? The vital concept

One of the main themes of the Advertising Association conference this year is the concept of "adding value" to products by improving their performance, design and presentation to the public. This is an area in which advertising, by its influence on people's perception of a product or service, can play a crucial role, helping to establish particular brands with their own benefits and characteristics.

The concept has been demonstrated successfully by Britain's biggest company, ICI, most recently in the launch of two new paint products under the Dulux brand name - the "Natural Whites" range of shades, with names such as Apple White and Barley White, and "solid emulsion" paint. The case history is one of several which will be discussed at the conference.

Both products were conceived as ways of adding value to the most basic line on the paint market - white - and thus protecting Dulux's share of the business from the inroads being made by cheaper paints sold under retailers' own labels.

"The brilliant white market was in danger of becoming a commodity market," says Anne Ferguson, marketing manager for ICI Paints Division. "The brands were under threat and we had to stop that. What is significant is that two such dissimilar innovations should have come out of what were very similar objectives, from the same market background and the same company environment."

While the launch of solid emulsion was based on a technological breakthrough, producing a completely new type of paint which is more convenient to apply, the Natural Whites range was purely a marketing development, offering customers new and more subtle shades. Nevertheless, in

"The image was important because this was not a great technological idea that could simply be demonstrated - we had to make it come to life"

both cases complex planning and research was required before the decision to invest ICI's money in the products could be approved.

"In looking at ways to prevent white paint from becoming a commodity, we identified a consumer need for something more than white - people wanted to be braver in their choice of colours," Mrs Ferguson says.

Since its launch in 1982, the Natural Whites range has taken almost 20 per cent of the white

The total teamwork approach



Anne Ferguson, marketing manager for ICI Paints Division, says: "We identified a need for something more than white - people wanted to be braver in their choice of colours"

paint market, more than fulfilling the company's expectations. The fact that it is a premium product sold at a premium price shows that people are willing to pay more for a quality product that fulfils a need, which is the whole essence of the adding-value philosophy.

But how much of a part did advertising play in the success of Natural Whites? "Advertising was terribly important," she said, "because this was not a great technological idea that could simply be demonstrated. We had to make it come to life."

The visual identity of the brand - very soft drawings of an apple, a rose and a lily, for the first three shades produced - was created not by the advertising agency, however, but by the designers responsible for the packaging of the range. The visuals were then given to the Dulux advertising agency, Foote Cone & Belding, who refined them and took them further.

"The agency thought up the line 'White - Not Quite' and

also the idea of using 'A Whiter Shade of Pale', as the music for the television commercial, which of course encapsulated the whole concept," says Mrs Ferguson. The advertising - on posters as well as television - fully reflected the gentle visual identity of the product which formed a central part of the brand's image.

"Solid emulsion was very different, of course," she adds. "While this was also developed to stop white becoming a commodity market, it was designed to meet a convenience need, not an aesthetic one. It was a straight technical development, stemming from our brief to research and develop a product to produce a paint that was more convenient to apply."

"It comes in its own flat pack, ready for the roller, so there is no transfer from the can to the roller tray. Quite simply, there are no splashes and no drips. In this case, our brief to the advertising agency was a very different one from that of Natural Whites. We said: 'Here's the product, can you demonstrate it?'"

Foote, Cone & Belding's television commercial shows

"These new lines actually deliver - they do what is expected of them. The consumer is very discerning; you cannot promise too much"

a man in a dark suit, painting his living room ceiling, while his family carry on watching television. There are no overalls and no dustsheets. All goes well till he stands back to admire his handiwork and knocks over the ladder, falling into the solid emulsion.

"The other crucial point is that both the new lines actually deliver - they do what is expected of them. The consumer is very discerning and you cannot promise more than the product can deliver."

Mrs Ferguson considers there are four key elements in the development of new products so far as ICI Paints is concerned. "The commitment of the top management of the company; total teamwork on the part of the management working directly on the product - operations, sales and marketing; a good understanding of the market plan; and a good understanding of the brand itself, in this case Dulux."

"It is vital to understand the brand and what it stands for. One of the things I shall be saying at the conference is that we're not selling chemicals in cans, we're selling the transformation of rooms."

TD

A NEW WAVE AGENCY. CIRCA 1970.

The advertising business is volatile. A sudden change in climate and even the most exciting new wave starts to recede.

Our growth has been based on fourteen years hard experience. Our billings have grown from £5 million in 1970 to £65 million this year. In fact in the last three years Davidson Pearce has grown faster than anyone else.

Over the years we welcomed the challenge. We encouraged exceptional talent. Together they brought us great advertising campaigns, strong client relationships and new business.

Davidson Pearce

RIDING THE NEW WAVES SINCE 1970

ADVERTISING STANDARDS AUTHORITY
ANGLO CONTINENTAL CLOCKS LIMITED
ASHRIDGE MANAGEMENT COLLEGE
BASS plc
BATCHELORS FOODS LIMITED
BP CHEMICALS LIMITED
BRITISH AEROSPACE-AIRCRAFT GROUP
BRITISH GAS
BRITISH TELECOMMUNICATIONS plc
BROOKE BOND OXO LIMITED
CENTRAL OFFICE OF INFORMATION
CHESEBROUGH-POND'S LIMITED
COLT INTERNATIONAL
CURRYS LIMITED
ALFRED DUNHILL LIMITED
ENGLISH HERITAGE
FIAT AUTO (UK) LIMITED
INTERNATIONAL STORES LIMITED
INTERNATIONAL WOOL SECRETARIAT
IRISH DISTILLERS LIMITED
LANSING LIMITED
LEVER BROTHERS LIMITED
MEAT PROMOTION EXECUTIVE
MULTIPLE SCLEROSIS SOCIETY
P & O CRUISES LIMITED
SPONTEX LIMITED
SWAN HELLENIC CRUISES
SYMBOL BISCUITS LIMITED
TRANS WORLD AIRLINES
TI GROUP plc
VAN DEN BERGHS
WALL'S MEAT COMPANY LIMITED

Who spends most, why and with which agency

So huge is the expenditure at the top of the advertising league, and so familiar the names of most of the spenders, that it is a little surprising to learn that the biggest spender of all outstrips its nearest rival by more than 55 per cent.

The long-unchallenged champion is Procter and Gamble, makers of such household standbys as Ariel, Bold, Camay, Daz, Fairy and Flash. Last year, through five leading agencies, it spent an astonishing £53m, of which all but a tiny proportion went on television advertisements designed to persuade us that its products not only washed everything whiter and brighter than everyone else's, but were kinder to the hands and complexions of those who had the good sense to use them.

Second and third in the annual survey compiled by the trade magazine, *Campaign*, were two familiar names in the food world, Mars and Kellogg, both of which increased their spending substantially last year to £34m (1982, £27.5m) and £28.5m (1982, £14.5m) respectively.

Same format

Also in the top ten were two other confectionery manufacturers, Rowntree Macintosh (£26.5m) and Cadbury (£13.5m), and Pedigree Petfoods, part of the Mars group, which spent slightly more than Cadbury on trying to persuade us that our dogs, cats and budgies would only be truly happy if fed on a diet of Chum, Pal, Kit E Kat, Whiskas and Trill.

All these companies concentrate almost exclusively on TV, last year spending only between 0.3 and 4.7 per cent of their respective budgets on press advertising. The advertisements themselves are generally simple and repetitive, and follow much the same format from year to year: chocolate and soap powder do not seem to lend

themselves to startling innovation. The top ten list is completed by two tobacco groups, Imperial and Gallaher, and by two quangoes, British Telecom and the Electricity Council. (An advertiser may be either a single company or a division or department of a larger organization, eg. Mars and Pedigree, Cadbury and Schweppes, which has its own independent budget. On a corporate basis Unilever would head the list, and HM Government would be sixth place).

Unlike the food manufacturers, the tobacco companies are obliged by the ban on cigarette advertising on television to rely much more heavily on the press. Imperial and Gallaher poured a welcome £19m and £14m respectively into the coffers of grateful newspaper and magazine publishers.

With privatization imminent, British Telecom spent two and a half times as much last year as in 1982 (£24.5m compared with £10m), partly on telling a sceptical public that it was a world leader, if not the world leader in information technology and partly on promoting handsets in all sorts of new and exciting shapes and colours.

Moving down the list, the dominant companies were almost all manufacturers of consumer goods, primarily food (Nestlé, Heinz, United Biscuits, Birds Eye Walls, Brooke Bond Oxo, General Foods and Van den Berghs and Jurgens), cars (Vauxhall, Ford and Talbot) and soap and toilet preparations (Lever Brothers, Eida Gibbs). With the exceptions of General Foods, who make, among other things, Maxwell House coffee and Van den Berghs, the margarine specialists, most spent considerably more than in 1982, in Brooke Bond's case nearly twice as much.

Another nationalized company with privatization in its sights, and hence eager to polish

its corporate image, was British Airways, which increased expenditure from £7.5m to £13.5m. More than 90 per cent of that went to television.

Perhaps the most surprising arrival on the big time scene was the National Westminster Bank, which moved from 101st to 26th place by almost trebling its budget from £4.5m to £13m. The largest spending brewer was Bass (£12.5m) and the leading retailer was the Co-Operative Retail Society, which spent slightly less than that. Bernard Matthews, of the "beautiful" turkeys, crept into 99th spot by increasing expenditure from £2m to more than £5m.

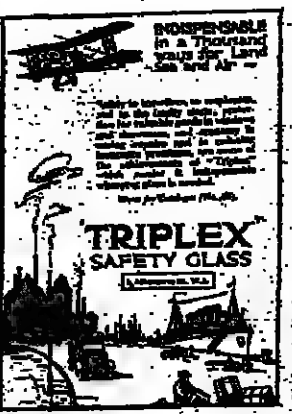
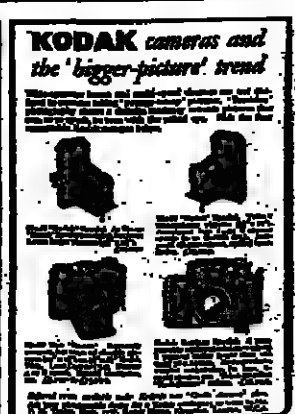
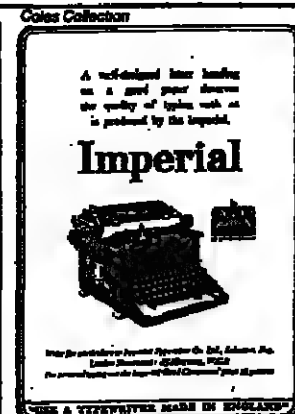
Washday miracles

The most surprising thing about the list is that it contains so few surprises. The big advertisers are overwhelmingly those who have been around for a long time and whose products have been familiar for years and decades. The new space-age microelectronic and computer firms are conspicuous by their absence and, though no doubt television sets will look very different in the year 2050, it seems a fairly safe bet that our grandchildren will still be giggling at the latest washday miracles.

John Young



Leading the Advertising Association: Jeremy Bullmore, Chairman (and Chairman of J. Walter Thompson) and Roger Underhill, Director-General.



The Graphophone may have gone with the dinosaur early model which was not adapted to modern life. Typewriters, cameras and safety glasses are still with us - after a certain amount of natural selection. Advertising from the past, with its earnest and sober dwelling on facts and figures, using not only a dead language but also a dignified sprinkling of Capital Letters can be viewed with a mixture of nostalgia and incredulity. Advertising today has a strong design element and an element of wit.

The rise and rise of the new Brits

The advertising agency business has undergone a transformation in the past five years, both in the way it works and the way it is perceived, and to a large extent British companies - rather than the UK subsidiaries of American agencies - have been the main beneficiaries.

The unprecedented success of Saatchi & Saatchi, which is now the world's seventh largest agency group and owns three agencies within the UK's top 10, is obviously a major element in the changes. The growth of Saatchi's and the agency's assiduous cultivation of the City has fundamentally altered the way advertising agencies - and the business of advertising itself - are perceived by the financial institutions.

At the same time, a new wave of agencies has emerged, owned and run by people who had held top jobs in the big established agencies, and these new firms

have succeeded in attracting major advertisers such as Whitbread, BMW and the Government's Central Office of Information.

The first of these agencies, set up with much ballyhoo and hype five years ago, was Wight Collins Rutherford Scott, which is now on the brink of the top 20 with billings of around £40m. Last year it became the first agency to go public on the Unlisted Securities Market. The agency's chairman, Robin Wight, will be speaking at the Advertising Association conference, describing how his agency's campaign promoting the Government's policy for small businesses achieved more than three times the expected response.

"In the last five years, the centre of gravity has shifted to a new generation of agencies," he says. "The cream has poured itself into new bottles. There is nothing new about people starting up agencies, but if you compare the last five years with the five years before that you will find that the difference lies in the nature of the new agencies. There has never been this much top talent setting up agencies before."

The biggest of the new wave of agencies is Lowe Howard Spink Campbell-Ewald, which was sixteenth in the billings league last year and went public earlier this year. Originally a breakaway from Collett Dickinson Pearce it merged last year with the American-owned Wasy Campbell-Ewald, the

British directors taking the majority shareholding and the key executive posts.

Other new agencies that are growing fast include Wight Collins, Grandfield Rork Collins, Gold Greenlees Trotter, Leagas Delaney and Bartle Bogle Hegarty, all of whose principals once held top jobs in big agencies.

However, there is evidence that the new wave is coming to an end, partly because those people who were likely to take the plunge have done so, partly because the big agencies have taken care to lock their key people in with better salaries and partly because the novelty value of being one of the new wave agencies has worn off. Now that there are so many of them, several of the new agencies that might have been expected to do well have found the competition too hot.

Split commission in different ways

One reason for the sudden rise of the new agencies was the Office of Fair Trading's ruling in 1978 changing the way that agencies were paid by their clients. Traditionally, agencies have received 15 per cent commission from the media owner on the value of the time and space bought, and one condition imposed by the media owners was that none of this commission should be paid back to the client. This pre-

vented agencies from competing on price and the OFT ruled it a restrictive practice.

The most immediate effect of this ruling, which made it legitimate for an advertiser to split the commission payment in whatever way he chose, was to boost the business of the "media independents", a relatively new breed of company specialising in the media planning and buying function. There are now around thirty such firms, run by former media directors of top agencies, and their business has trebled in the past five years.

This in turn made it possible for new advertising agencies to set up without having to find the huge financial guarantees required by the media owners.

With campaigns often running into millions of pounds, media owners insist on pre-payment from firms who cannot meet the financial requirements for official recognition. The new agencies were able to piggy-back on the recognition of the media independents, who booked and bought the media space for them.

Despite the rise of the new agencies and the media independents, most of the long-standing large agencies continue to do well and the traditional "full service" concept of having all your advertising services - creative, media and account management - in one company is still the norm, as Bert de Vos, chairman of one of top three

agencies, D'Arcy-MacManus & Masius, points out.

"The incredible resilience of the big full-service agencies over the past 20 years is there for everyone to see, not least in the degree to which the new agencies - who started with a media independent so their directors would not have to mortgage their homes - have modelled themselves on the paradigm of a full-service agency, adding on their own media and planning departments."

Better value from their budget

Nevertheless, the pressures on agency managements remain. Many large clients are reconsidering the way they buy their advertising services as a result of the changes in the past five years, either asking their agencies to work for less - often considerably less than 15 per cent, or most recently by centralizing the media-buying function and having it handled by a single media independent or full-service agency, instead of by several.

So far this year, Heinz, Bass, British Telecom and Allied Breweries have taken the decision to operate in this way, in the hope of getting better value from their budget, and the agency business senses that a bandwagon is in motion that will not come to a halt for some time.

TD

You'd be younger and richer if you read the Daily Mail.

Acceptance of that old motto that it pays to advertise has now permeated society so thoroughly, that even solicitors and accountants are now relaxing the rules governing the promotion of their businesses. For industry and commerce as a whole it has long been accepted that advertising works - to the extent that companies spent around £3,500m on this particular activity last year.

At the same time, it has got to be acknowledged that some advertisement work much better than others. So it is worth pausing for a moment to ask what the role of advertising is, and what clients can reasonably expect.

First, despite the criticisms one hears of "hard sell" advertising, most advertising does not sell. For a start, it is seen by customers in their homes or when they are travelling, and are not in a position to buy anything.

Desirability

Usually the most that an ad can do is build awareness of, a reinforce a preference for, a particular brand or service.

Second, advertising is just one part of what is called the marketing mix. A manufacturer has got to develop a product that his potential customers will want, he has to price it realistically, and he has to ensure that it is available through appropriate outlets. Then he has to let his public know of the availability, and desirability, of his product, and that's the job of advertising. It can be so much wasted money if the manufacturer does not get the other elements right, too.

An example of marketing in which all these factors meshed happily together is Wall's Viennetta ice cream. The product, an imitation in ice

A contest for creativity

cream and this leaves of chocolate, of mille feuille pastries, was designed to woo consumers away from the plain buckets of vanilla which dominate the growing "take-home" market. Launched in 1982, it is now Wall's best-selling ice cream, with sales expected to top £15m this year.

Initial advertising for Viennetta was restricted to women's magazines, but when it became clear that the ads were being successful in stimulating interest and demand, a TV commercial was tested in the Anglian region in the autumn of 1982. Anglia has about 6 per cent of the national population, up to the time the ice cream was put on TV, accounted for 6.3 per cent of sales of Viennetta.

Once the commercial was screened, however, sales in the Anglian region soared to 25 per cent of the national total. It was clearly time to extend the TV campaign nationally.

Said Mike Bowman, a director of Wall's agency, SSC&B: Lintas, in a recent interview: "One interesting point about the way the advertising may be working here is that, in reality no-one has to buy ice cream, but probably everyone would like to buy it. People need to be reminded that there is something special to which they can treat themselves. When that something is as special as Viennetta, just showing them is enough to motivate them."

Most advertising competitions are designed to award

creativity. In many respects, this is fair enough - creative skills, the ability to get the message over with impact, is what the client is paying for.

However, it is possible to get carried away with the brilliance of the idea, and to forget the central purpose of advertising. Many people can remember particular TV commercials, for example, while being totally confused about which brands the ads were promoting.

The Institute of Practitioners in Advertising began a search for realism to the situation with its own competition, the Advertising Effectiveness Award. It is held every two years, with the latest crop of prizewinners due to be announced at the beginning of November. The aims of this two-year-old ground competition include, *inter alia*, "to provide a clear demonstration that advertising can be proven to work, against measurable criteria".

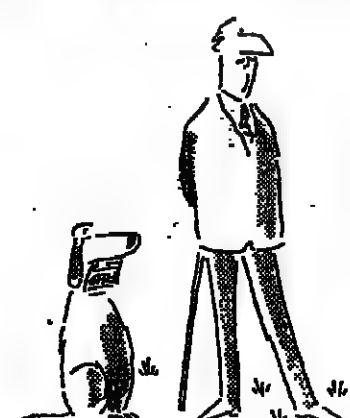
Press campaign

Winners of first prizes in the 1982 competition included the National Savings Bank which pulled in £50m in savings through a press campaign costing £400,000; and a Home Office drive against crime which more than doubled the sales of window locks in the region selected for the campaign, compared with a test area. Kellogg's picked up two awards, for the successful launch of Super Noodles, and for its corn flakes advertising on milk bottles.

But the top award went to Courage's John Smith's bitter, where a £300,000 investment in advertising in Yorkshire contributed to an extra £5m of pub revenue, at a time when beer sales generally were declining.

Ken Gofton

Field readers own a mere fifth of the country.



So there's acres of room for expansion. Unless you know them all personally there's never been a better way of talking to the extremely rich. One in five Field readers owns an estate of more than 1500 acres. And last year alone Field readers spent over £100 million just on changing their cars. From October they'll notice The Field has

changed. Its sole aim will be to give even greater pleasure to an even greater number of wealthy people. Should you care to join them, you need hunt no further. For your copy of the new Field, call Sarah Kemp on 01-353 2753 and check out our cost per millionaire.



The Daily Mail is read by more affluent young people than any other national daily. So if you want to move products fast the Daily Mail is the paper with the talent to sell.

Source: NRS EMI, Jan-June 84 based on top income under 45 heads of household/child wage earners.

Seeking that ineffable spark

Numbers abound in advertising. Consumer sales are tracked by Nielsen or the Television Consumer Audit. Demographic data flow from the Office of Population Censuses and Surveys. Spending figures are supplied by Media Expenditure Analysis Ltd. And so on.

With the revolution in data processing in recent years, it was only a matter of time before the industry began seriously to apply computer-based techniques of number-crunching. And with numbers has come a set of models, many borrowed from econometrics, for spinning out the results of advertising strategies.

Mike Waterson, research director of the Advertising Association, is an enthusiast, a believer in quantitative techniques that can net out the impact of advertising from the host of variables which can influence the sales of a product.

To him beckons a goal that was first sighted in the 1920's when modern mass advertising began - the dream that the effects of promotion can be measured, the effectiveness of campaigns predicted, in short, the dream of a science of advertising.

"Hold on," says Chris Cowpe of Boase, Massimi, Pollitt, voicing what is perhaps the majority view in the agency world. "We still don't understand the way advertising works. Yes, we spend lots of time and money struggling to provide more effective service, but don't let's pretend we can construct an equation for success."

There is no disagreement over the recent growth in the importance of research within advertising - reflected in the rapid expansion of the market research companies and the rapprochement within agencies between "creative" staff and the quantifiers.

Mr Cowpe says: "Anyone innuendoes will not go far in advertising these days." Indeed most of the big agencies, having installed their computer terminals, now employ or have easy access to sophisticated econometric modellers - a group whose contribution to the



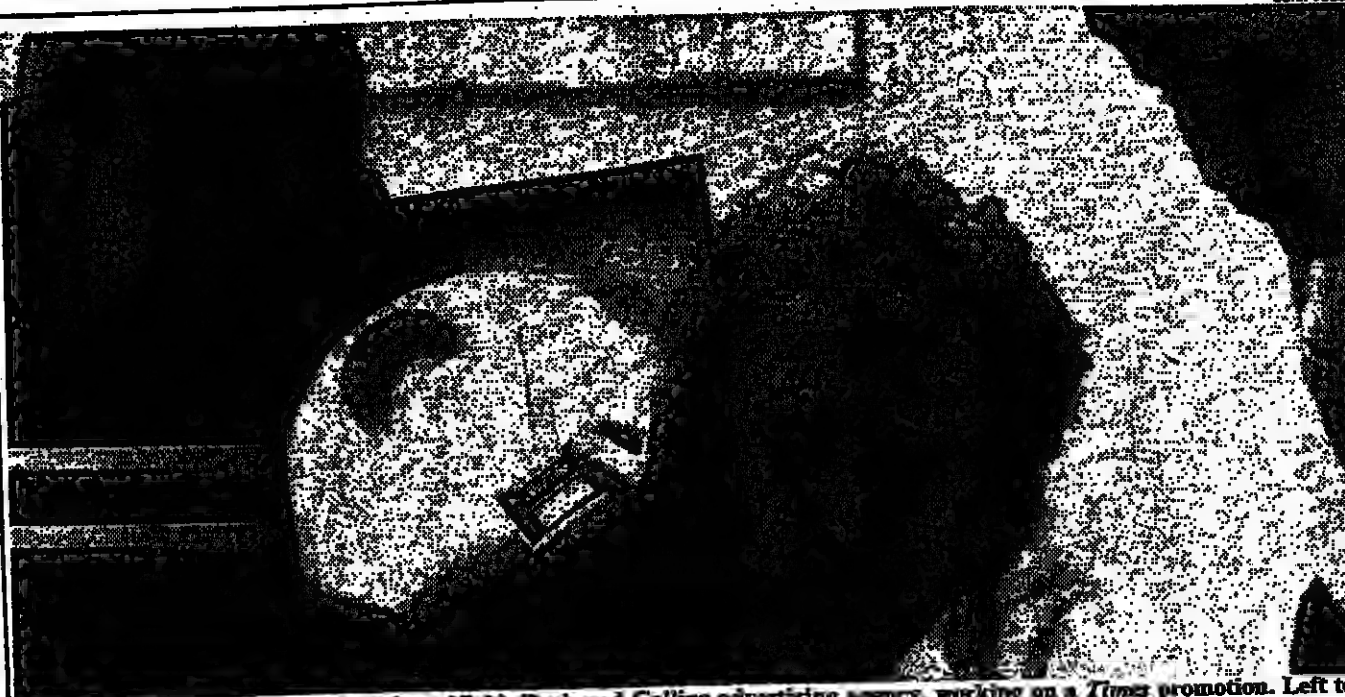
Mike Waterson: enthusiast

advertising industry is only just beginning. "Agencies need skills they didn't require before," says Simon Broadbent, vice chairman of Leo Burnett Ltd and something of a guru in the new field.

There is a danger of over-selling the contribution of higher mathematics, he acknowledges. But in an influential paper published recently in the *International Journal of Advertising* Dr Broadbent concluded that the trouble given by economic theory was worthwhile; changes in brand had a predictable and measurable effect on sales volume and profitability.

Ideally the new research emphasis will accommodate the industry's traditional respect for intuition, for the ineffable spark of creativity. Few would try to substitute the new methods for creative wizardry. Mr Waterson says: "There are still 50 big agencies that operate with people who cannot add two and two. Why? Because we'll never provide more of those."

David Walker



Close to home: creative minds at Grandfield, Rork and Collins advertising agency, working on a Times promotion. Left to right Chris Browne (writer), Andy Rork (creative director) and Roger Cazenage (art director)

New messages, old media

Direct mail advertising came of age during the run-up to the 1983 general election and its patron was Cecil Parkinson. Mr Parkinson, then chairman of the Conservative Party, led an American-influenced team at Central Office in putting together for the first time in British politics a mailing list of subscribers/supporters as the basis of a campaign.

The Conservative Party's tentative mailings to supporters last year were only a beginning of what some people see as a bright future for direct mail advertising in politics but in the advertising market-place. The recent mobilization of client lists by financial institutions, notably the insurance companies, presaged the use of direct mail techniques even by traditionally conservative advertisers.

"As advertisers become educated, so direct mail will grow," is the prediction offered by Mr Robin Fairlie of the Direct Mail Services Standards Board. The judgment is perhaps self-interested: the board is part-financed by the Post Office. But Mr Fairlie's optimism is mirrored by industry observers who, looking at market shares in European countries and in the US, see evidence that the medium in Britain is still comparatively under-developed.

Mike Waterson of the Advertising Association notes that in advertising by post "the amount spent on media transmission is not known to the media owner, the Post Office, since the postal system is a medium for transmitting many forms of message of which advertising is just one".

Thanks to the new spirit of managerialism within the Post Office, efforts have been made in recent years to survey the types of mail carried and the corporate now produces what are regarded as reasonably reliable figures for direct mail advertising. There is striking growth in the scale of direct mail operations - a doubling in the number of items dispatched in less than a decade. Until 1982 this growth was reflected in direct mail's increasing share of the total annual expenditure on advertising which rose to nearly 10 per cent.

A drop in market share during 1983 is ascribed to a sharp reduction in the activity of the big mail order houses, including Grattans and GUS. In 1982 some 333 million items were dispatched by mail order companies to advertise their inventory; this fell to 264 million in 1983, only just above the 1980 level.

The range of products advertised by direct mail suggests there is no special affinity between lines and this medium although the success of the Readers Digest Association indicates how well it works with mail order products, especially appliances, the customer wants to see and test, is obviously less suitable", Mr Fairlie says. "And yet in the sale of cars direct mail has been found to be a splendid advertising medium in keeping in touch with most customers and advising on new models."

The strength of direct mail compared with "broadcast" media can be its concentration on a highly selected group of potential customers. Department stores have in their lists of account holders, likewise insurance companies and building societies.

And yet there is evidence that direct mail is a close competitor of one of the least specific of media - television. In the summer the Advertising Association reported a study from Sweden showing that, at least in Scandinavia, television advertising tends to have a much greater impact on the volume of direct mail than on the volume of newspaper and periodical advertising.

In Western European countries where television advertising is relatively unimportant (for example because of govern-

ment restrictions) direct mail occupies a large share of the market. In Sweden and Denmark, as in the Netherlands and Switzerland, direct mail takes up to 30 per cent of total advertising expenditure - and in these countries television advertising is below 10 per cent. The converse applies in Britain, Italy and Spain.

Most industry observers agree that the growth in volume of direct mail, until 1982, owed much to the willingness of the Post Office to market its services.

A more serious bottleneck for the growth of direct mail than the imperfections of the postal services is possibly the comparative under-development of list brokerage - the gathering of reliable target data.

"Direct mail's strength is that it can zero in on an audience," Mr Fairlie says, and that gives the possessors of large amounts of consumer data - for example the nationalized energy utilities - an interest in its use: expect more promotional material with the next gas bill. DW

The fierce battle for revenue in a difficult market

The advertising industry is on the crest of a wave and, like any surfer, must be wondering how long the exhilarating ride can continue.

For the moment, at least, all looks well. Total spending on advertising last year, excluding direct mail, totalled £3,579m. This was a 14.5% increase on the 1982 figure of £3,126m, and represented almost a quadrupling of the £967m spent in the recessionary depths of 1975.

Such growth implies that the country must now be awash with advertising, but that is not really the case. The fact is that the cost of advertising has risen very much faster than inflation, reflecting a healthy demand from those who want to promote their products and services.

The volume of advertising, though not easy to monitor accurately, has increased much less. For example, the amount of advertising time allowed on ITV is very strictly controlled, and until recently had not increased since commercial television began.

ITV companies are required to limit the advertising they carry to an average of six minutes an hour, and a maximum of seven.

For the past two years - as a concession because of the start-up costs surrounding Channel 4, and the protracted dispute between the IPA and the actors' union Equity - they have been allowed to run as much as eight minutes of advertising in peak viewing hours.

The companies would now like to see this concession made permanent. It would, of course, also have a very beneficial effect on their revenue.

The advent of Channel 4 and

Television versus the rest

TVam has also increased the available "volume" of television advertising time, though both are minority channels.

On the press side, apart from the increase in the number of colour supplements, the story is much the same. Says Mike Waterson, the Advertising Association's research director: "When an economy first pulls out of recession, the first priority of publishers is to firm up their rates, and stop allowing substantial discounts. Only when a recovery is well established do you start to see big increases in the number of pages."

But one area that is growing like a rocket at the moment and should really boom in the next six months is classified advertising.

There is still a slow but remorseless trend for television to take an increasing slice of the advertising cake: its share has risen from 24.4 per cent in 1975, to 31 per cent last year, with press, including national and regional newspapers and magazines, dipping over the same period from 70.2 to 62.5 per cent. The poster and transport sector is fairly stable at around 4 per cent, radio is slowly making ground at a little over 2 per cent, cinema, with over 1 per cent, still in decline.

The US is often regarded as the home of advertising, notching up the massive expenditure of \$43,150m (about £34,800m) in 1982. This is 10 times the UK figure, for a population four times the size. Interestingly, though, advertising expenditure as a percentage of Gross National Product is very similar in both countries, at around 1.3 to 1.4 per cent.

Lacking the strong national newspaper industry of the UK, mainly because of the great distances involved, the American press takes about 54 per cent of the advertising spend, with TV now claiming a full third. Commercial radio with a much longer history in the US than here, consistently holds a 10 to 11 per cent share. Only 12.6 per cent of West German advertising expenditure went on TV in 1982, and for Belgium, the Netherlands, and France, the figure was even lower.

France must be one of the few countries in the world where cinema advertising was still growing in 1982 and at 16 per cent, was significantly higher than TV advertising. It is an easy gibe to suggest that this says much about the quality of French films and even more about the quality of its television. But the reason why TV has such a small slice of total advertising in many Continental countries is because the restrictions on advertising air time are much stricter than the UK.

This is also reflected in the total advertising expenditure figures, which amounted to £2,600m in Germany in 1982, £1,400m in France, in 1982, and compared with £3,126m here.

Ken Goffton

Deputy editor, Marketing

DO ADVERTISEMENTS SOMETIMES DISTORT THE TRUTH?

The short answer is yes, some do. Every week hundreds of thousands of advertisements appear for the very first time.

Nearly all of them play fair with the people they are addressed to.

A handful do not. They misrepresent the products they are advertising.

As the Advertising Standards Authority it is our job to make sure these ads are identified, and stopped.

WHAT MAKES AN ADVERTISEMENT MISLEADING?

If a training course had turned a 7 stone weakling into Mr Universe the fact could be advertised because it can be proved.

But a promise to build 'you' into a 15 stone he-man would have us flexing our muscles because the promise could not always be kept.

'Makes you look younger' might be a reasonable claim for a cosmetic.

But pledging to 'take years off your life' would be an overclaim akin to a promise of eternal youth.

A garden centre's claim that its seedlings would produce 'a riot of colour in just a few days' might be quite contrary to the reality.

Such flowery prose would deserve to be pulled out by the roots.

If a brochure advertised a hotel as being '5 minutes walk to the beach', it must not require an Olympic athlete to do it in the time.

As for estate agents, if the phrase 'overlooking the river' translated to 'backing onto a ditch', there would be nothing for it but to show their ad the door.

HOW DO WE JUDGE THE ADS WE LOOK INTO?

Our yardstick is The British Code of Advertising Practice.

Its 500 rules give advertisers precise practical guidance on what they can and cannot say. The rules are also a gauge for media owners to assess the acceptability of any advertising they are asked to publish.

The Code covers magazines, newspapers, cinema commercials, brochures,

leaflets, posters, circulars posted to you, and now commercials on video tapes.

The ASA is not responsible for TV and radio advertising. Though the rules are very similar they are administered by

we or the public challenge to back up their claims with solid evidence.

If they cannot, or refuse to, we ask them either to amend the ads or withdraw them completely.

Nearly all agree without any further argument.

In any case we inform the publishers, who will not knowingly accept any ad which we have decided contravenes the Code.

If the advertiser refuses to withdraw the advertisement he will find it hard if not impossible to have it published.

WHOSE INTERESTS DO WE REALLY REFLECT?

The Advertising Standards Authority was not created by law and has no legal powers.

Not unnaturally some people are sceptical about its effectiveness.

In fact the Advertising Standards Authority was set up by the advertising business to make sure the system of self control worked in the public interest.

For this to be credible, the ASA has to be totally independent of the business.

Neither the chairman nor the majority of ASA council members is allowed to have any involvement in advertising.

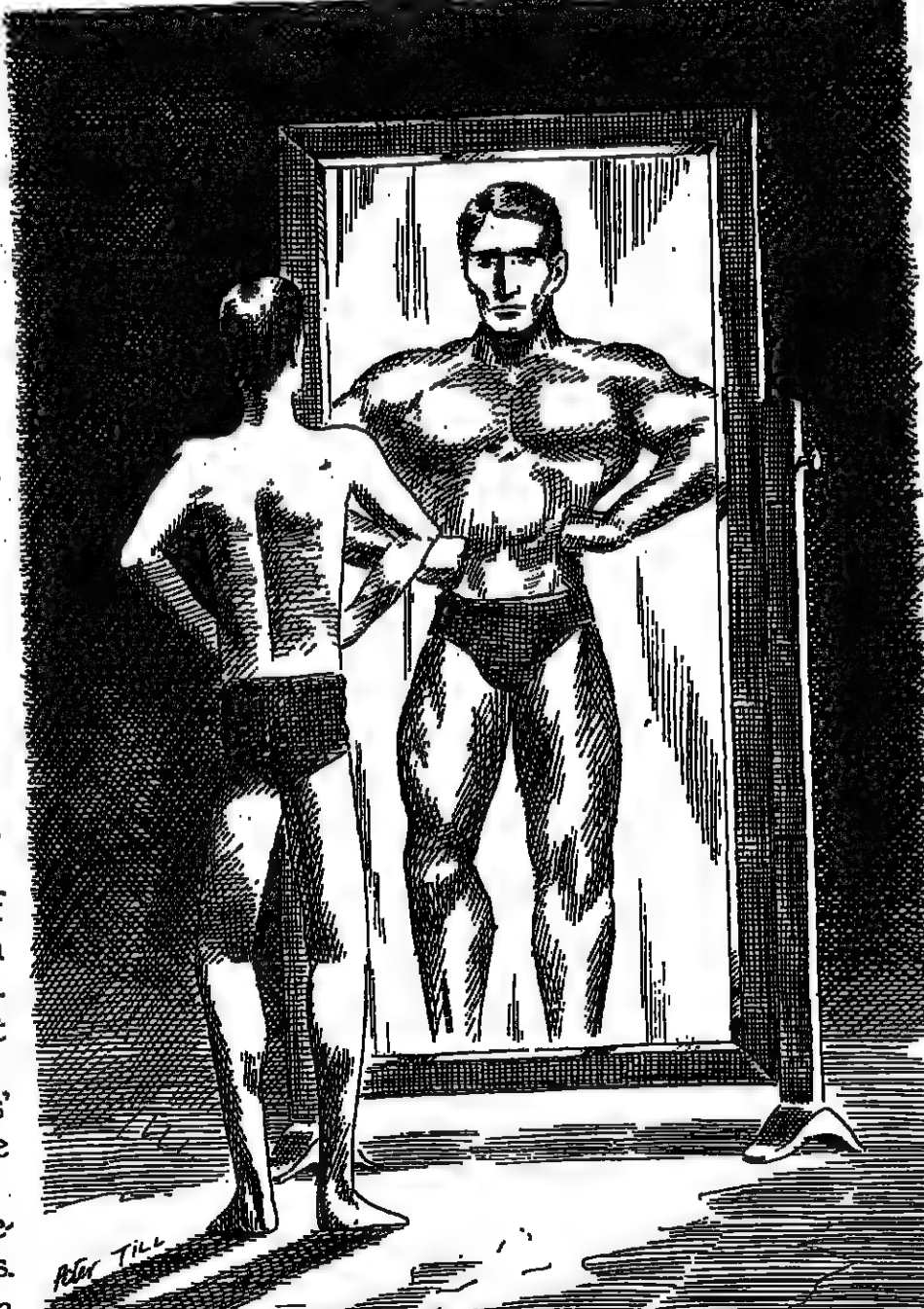
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Satellites: towards the big take-off

There are several cogent reasons why advertisers are beginning to think hard about the way their message is getting across to the public on commercial television.

Research quoted at a London cable seminar this summer suggested for one thing that the average viewer is not as attentive to the breaks between programmes as in the past. Repetition dulls their perception of the message being put across and new skills and techniques are constantly being brought into play to combat the rising tide of indifference.

Richard Hawkes, of McCann-Erickson Advertising, also brought out the important point that rises in the cost of broadcast television airtime are far in excess of the retail price index.

(This is further underlined in last month's media bulletin of another agency, Young and Rubicam, which gives the cost of a 30-second maximum peak-rate slot on Thames Television from this month as £21,700, a 20 per cent increase on the previous figure; Central charges £15,500, which is 11 per cent

up, according to the Y & R figures.)

The question now is whether, given an increase in the amount of advertising the companies are allowed to carry and there are moves, so far unofficial, to increase the daily average from six to seven minutes an hour and the peak maximum from seven to eight - the rates themselves will drop.

Net advertising receipts approaching £1,000m are forecast for this year and it is being argued that extra income is needed to continue support for Channel 4 and for the proposed direct broadcasting by satellite (DBS) system. Industry experts are unclear about the future prospects for advertisers offered by both cable and DBS.

John Malloys, media director of Y & R says that for many major advertisers, television is still the most powerful medium at their disposal and there are trade reasons, among others, why they cannot afford not to be seen on TV. He adds: "They continue to pay the price because, though expensive, it continues to produce results.

GROSS ADVERTISING REVENUE

| | 000s | % ± |
|-----------|-----------|-----|
| January | 75,572 | +18 |
| February | 81,382 | +21 |
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| May | 85,086 | +14 |
| June | 88,382 | +31 |
| July | 78,734 | +20 |
| August | 98,518 | +13 |
| September | 124,012 | +11 |
| October | 128,481 | +13 |
| November | 108,046 | +18 |
| December | 1,118,811 | +15 |

Note: January to May is actual expenditure

Y & R estimate

This is not to say that if there was some alternative, they would not be experimenting with it.

He believes there has been "tremendous exaggeration" by the media on who is subscribing to the new cable services. "We face the difficulty of getting reliable figures on what the usage of cable in its current form actually is."

It is a question of what people, many heavily into video, can afford. Advertisers

may find it more beneficial in the long-run to concentrate their campaigns into much tighter and more localised packages. But this is still in the future.

Cable gives this far higher geographical targeting. But Richard Hawkes warns that cable will not get revenue or sponsored programming if any kind from advertisers and their agencies until they are offered something worth buying. Legislation is still being written. The cable authority has yet to be formed, let alone give its rulings.

If legislation allows, cable will, Hawkes suggests, offer new ways of approaching the target audience, and this could be through longer than normal commercials providing more information (the so-called Informercial) or made-for-cable programming (full sponsorship).

The big question mark continues to hang over satellite broadcasting. In a recent letter to *The Times*, Roger Graef, the producer, and Professor Shrenberg, of the London Business School, questioned the commercial prospects for the £400m project to be a success, they argued, depended on the existence of an as yet unproved market.

News International, the owner of Sky Channel, has announced discussions to place the English-language service on a new French satellite, TDF1, due to come into operation the year after next. But one media survey reckons the Government is unlikely to consent to individuals receiving the service some two years ahead of the joining BBC/TBA DBS venture as it has already announced it will restrict such other forms of competition.

But Sky Channel is a welcome development since it marks the start of competition and this has to be beneficial. For now, though, conventional terrestrial commercial television remains king. "Look at the time scales involved," Malloys says, "and things are that little bit further away than they are often represented, as being."

Kenneth Gosling

The argument remains, how much can you teach?

Advertising education is in flux. The industry's principal validating body, the Communication Advertising and Marketing Education Foundation (CAM), is riven with doubts about its future role. Its chief executives, Norman Hart, has just resigned.

There is talk of absorbing CAM into the Advertising Association (AA). Within the industry there is a strong if inchoate sense that vocational training is badly organized: too formalized, some say; insufficiently rigorous, say others.

And within the colleges and polytechnics there is a dawning realization that academic institutions have, as government ministers are wont to say, failed to keep up with industry's needs, failed to adapt to changing circumstances, failed to appreciate they, too, have a market to serve.

The pattern of education in advertising is, roughly, this. Pre-entry qualifications, limited for the industry's generalist.

Some further education and polytechnic courses in, for example, business studies offer an advertising component but few graduates present themselves with anything resembling a training. (The picture is obviously different for specialists in, say, art and design.)

Training taken place on the job - agencies differ markedly in their enthusiasm for formal schemes - and through continuing education. CAM was formed in 1969 as a way of aligning and coordinating the variety of qualifications offered.

Diversity was and still one of CAM's major problems. The foundation - a charity based at the AA's Victoria office - is sponsored by 23 separate

professional interests representing the gamut from public relations through to market research.

In principle the sequence of CAM certificates and diplomas (CAM validates the courses taught in further education colleges and polytechnics) meshed with such qualifications as the Institute of Marketing diploma, the Diploma in Management Studies, the examinations of the Institute of Public Relations and the few post-graduate degrees offering an advertising element.

It is a complex world bounded on one side by such public agencies as the Council for National Academic Awards, which oversees the examinations set by the polytechnics and colleges and on the other by the advertising industry itself and the differing demands of the

larger advertising agencies and the smaller specialist outfits.

CAM has managed to establish some uniformity across this disparate field. Some 3,000 students are on its courses. Testimonials from advertising industry employers suggest that job applicants with a CAM qualification are - at certain levels - preferable. For some agency executives CAM diplomas are for the "other ranks": the "officers" - high flying university graduates often with arts degrees - are trained in house or dispatched to specialist seminars organized by the AA or the other bodies.

Ogilvy and Mather is typical of the larger, more sophisticated agency. It recruits graduates; picks those with superior academic background plus that spark of gregariousness and

creativity which signals star quality. ("Not people with firsts," says "Tubby" Fischer, President of O&M and a grand old man of advertising education, "they tend to be well-introverted.") Training is provided. Staff are given the opportunity to acquire CAM qualifications but the agency by no means insists.

The Institute of Practitioners in Advertising produces elaborate courses and seminars to which staff can be sent.

What few in advertising doubt is that there is a cohesive body of knowledge and skills that can be taught and which provides a basis for much of the industry's work. The questions of the moment are whether that body of knowledge is best acquired by formal means. DW

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THE ARTS

Opera

Wagner at the edge of the world

Tannhäuser
Covent Garden

Of all Wagner's canonical operas *Tannhäuser* has proved the most difficult to stage in modern times. The last Covent Garden production, new only 11 years ago, had an exceedingly short life, and has now been replaced by a production of Elijah Moshinsky's that at last seeks out and tackles the work's problems. At the root of those problems is the fact that *Tannhäuser* was the seedbed for such a lot of later Wagner. The song contest, of course, went into *Die Meistersinger*, the chivalric spectacle into *Lohengrin*. But perhaps the deeper consciousness of *Tannhäuser*, where the sensual Venus and the spiritual Elisabeth become united in the figure of Kundry while *Tannhäuser*, as sinner and traveller, splits into Amfortas and Parsifal, indeed, so much came out of *Tannhäuser* that it may appear very little is left to give this opera a character of its own.

It is, however, this bareness that provides Mr Moshinsky with his key. His other Wagner productions of *Lohengrin* at Covent Garden and of *The Mastersingers* at the Coliseum, have owed their success partly to a highly appropriate placing. *Tannhäuser*, with the help of Timothy O'Brien as designer, he locates at the edge of the world. The action takes place on a round platform of variegated pattern, coolly embraced by a semicircular cyclorama at head height; the rest is a blackness into which Elisabeth departs for her death and Venus for her eclipse. The spare set provides a magical screen for Nick Chelton's lighting, and yet it accords with the choice of the 1860 edition of the score, the so-called "Dresden version". This has been slightly adapted, most notably by effecting a cut from the overture into the Venusberg music, which allows Sir Kenneth MacMillan's choreography to begin seamlessly. What happens here is a rapid display of gymnastics, angular poses and sundry contortions that did not strike me as particularly sexy, except in the obvious way, but I leave it to others to judge. In any event, the absence of the Paris bacchanal means that the ballet is relatively short, and one does not have to wait too long before being introduced to Klaus König's *Tannhäuser* and Eva Randova's Venus.



Nobility, intelligence, fine singing: Thomas Allen in the final scene with Klaus König (lying)

Mr König does not cut so impressive a figure. He certainly gets the words across, and feels them musically, but he too was beset by wobble, and also by a slightly rasping quality of timbre that kept him from displaying full vocal prowess in the middle act. However, his stage presence and his vocal qualities fitted him well for the finale, where he came on looking haggard indeed from his journey. His unflinching performance here set the seal on a most impressive realization of the third act in extreme emptiness.

The second act is not quite so wonderful. The Wartburg ball is the golden apex of some basic, fittingly enough, but it is peopled by a curious collection of types. Apparently Götter was the inspiration for Luciano Arrighi's costumes, but Götter worked in paint, not cloth, and surely cannot be blamed for all these tannish habits and priestly vestments in sugar almond colours. To add to the confusion, the singers are dressed in black robes as ascetics, while the acolytes are bar mitzvah boys. But perhaps the intention is to indicate a world as artificial as Venus's, one shatteringly disrupted in a telling

coup de théâtre when *Tannhäuser* speaks the name of the Venusberg. Another strong presence in the middle act is that of Gwyneth Jones as Elisabeth. She is no plaster saint but a warmly emotional woman, and she sings so forthrightly and generously, particularly in her third-act prayer, that her vibrato seems incidental. Also to be welcomed is the Wolfram of Thomas Allen, who offers the finest performance of the evening in a performance of great nobility, affectionateness and intelligence. Among the rest, Fritz Höber stands out for his stalwart Hermann, and Nicholas Sillitoe is a strong Shepherd Boy.

The opera is conducted by Sir Colin Davis, who may perhaps lack enthusiasm for his task. Orchestrally the performance points up the score's weaknesses for bombast, lusty student songs and Mendelssohn. There is, too, a lack of the longer breath, the disintegration at the start of the final act, was too nearly the real thing. One would welcome more sense that the sound was, like the staging, laid bare to some purpose. Paul Griffiths

Television
Festive gaiety

No question about the major event on the box last night (barring unscheduled horrors on the news): *The Wind* (Channel 4), starring Lillian Gish, which started a new series of silent classics rebroadcast by Brownlow, Gill and Davis. (To precede this with a new cinema history series, *Silent Please*, was a sensible piece of scheduling.) The silliest event on the box might just possibly have been another Channel 4 programme, *Diverse Reports* on heroin, but this was not previewed. If the diverse reports argued, as *TV Times* promised they would, that heroin was no more dangerous than alcohol, they should be whipped through the streets of Soho.

While BBC2 were setting out to squeeze yet more trills and gurgles from Hinge and Bracket, Channel 4 added to the gaiety of the nation with *Edinburgh Inside Out*. This was the sort of programme which the BBC would have entrusted to Richard Berr, Peter Ustinov or some complete nonentity specially selected for the occasion, and with tediously predictable results - Highlights of the Fringe: A Personal View. Channel 4 entrusted the task to the Joys. There is a bearded musical Joey, a hunky extrovert Joey, a Joey with a seemingly honest, collapsible face, and a Joey who can impersonate Kenneth Williams, Laurence Harvey, a geisha girl and any kind of psychopath you care to dream up. The Joys are as funny as Alcei Jayle and his friends were before the ossification process set in, but they also have an openness which should save them from that common fate of over-exposed telly-comics.

The Joys with the collapsible face specializes in an act which was used as a running gag throughout this simultaneously spoof and genuine tour. He impersonates a grouse-shooting blimp (or judge, or duke) whose language consists entirely of senile barks. Edinburgh, like Wimbledon, is one of those events most pleasantly experienced in the comfort and privacy of one's own home: this was indeed the Best of the Fest. A clutch of first-class performances. Yo Yo Ma as well as cabaret, a handicapped theatre group called Gracie as well as Hull Truck - were strung together in such a way that each shone with its own particular lustre. There was a blissful absence of contemporary dance, political theatre and Samuel Beckett; Marcel Marceau was sent up; rotten as well, who else could do it? Also, Edinburgh's less privileged citizens were asked what they thought of it all, which was a salutary touch. Michael Church

YMSO presents new Bernstein
The British premiere of Leonard Bernstein's *Hall for Flute and orchestra* (Barbican, May 15) and Charles Koechlin's portrait of *Charlie Chaplin* (St John's, February 20) are included in the 1984-85 season of the Young Musicians' Symphony Orchestra. The season begins and ends in the Festival Hall, with a Tchaikovsky programme including the relatively neglected *Manfred* Symphony (October 15) and Verdi's *Requiem* (May 26). James Blair, the YMSO's artistic director, conducts eight of the season's 10 concerts, among them only the second performance in England of Henze's *Holocaustus Imperator*, which was written to celebrate the eightieth anniversary of the Chicago Symphony Orchestra; this programme, in the Festival Hall on February 6, also includes Vopka Ashkenazy, son of Vladimir, playing Schumann's Piano Concerto. The whole season is sponsored by Unilever.

Theatre

Too many promises left unfulfilled

Stepping Out
Duke of York's

Leisure pursuits, in which the English take refuge from work and family life, are rarely put on public display, and Richard Harris seems to be carving himself a niche in this rich and unexamined field. In *Stepping Out* he took the lid off cricket. Now he moves on to the world of amateur dance groups; and the bare synopsis of *Stepping Out* makes you lick your lips. Set in a north London church hall, it assembles a miscellaneous team of ladies and one man who exchange the daily chores of shopkeeping, office work and hospital routine for a weekly tap class under the cheery leadership of an ex-pro, assisted by a granite-faced rehearsal pianist. As the play follows their ups and downs in preparation for a grand charity concert, it promises the combined pleasures of *A Chorus Line* and *Stepping Out*, with a dash of the Farinella Townswomen's Guild's latest attraction.

Such comparisons have evidently also struck Mr Harris, who appears ditheringly uncertain which of them to pursue. In pursuit of character he delays a full hour before getting the story moving with the concert rehearsals. In that time we have learnt precious little of interest about the group. Either they are stereotypes, like Maxine of the rag-trade wit or the tactlessly snobbish Vera, or they guard secrets that are never disclosed. The taciturn Geoff, for instance, seems to be there simply to supply the piquant spectacle of one inhibited man among a pack of gregarious women. As for plot, Mr Harris introduces quantities of material about their private lives which one expects to develop some bearing on the play's events. But no. The rough-tongued Sylvia suspects a Social Security girl of shopping her moonlighting lover to the authorities. She then drops the accusation as soon as the girl denies it. Heavis, the teacher, explodes during one session and then confesses to an unwanted pregnancy. That is the last we hear of it.

Of course the show goes on in the end, to roars of approval from Tuesday night's audience, when the group comes up with a capable bit of sub-Astaire: no hard thing for a professional company to do, even if they have been masquerading as amateurs. The best passages of Julia McKenzie's production are the brief dance rehearsals, where comic character - such as it is - combines with disciplined snap. Barbara Foris, radiating charm like a searchlight, also handles the group with great authority. Otherwise the production is woefully slack, drawing unneeded attention to the contrived exits and queuing

entrances on lines like "I've had a day you wouldn't believe". The talents of an excellent company, including Barbara Young, Marcia Warren and the unsinkable Diane Langton, are decidedly under-exercised. Irving Wardle

My Mother
Blossomsbury

"Since his death in 1962", wrote the TLS, "(Georges) Bataille has been hushed up into France's pantheon of sacred monsters. Few of his works have been translated, apart from the pornographic *Story of the Eye* and critical essays on Sade, Blake, Emily Brontë and others entitled *Literature and Evil*. This week sees *Violence* Silence at the Blossomsbury, a Bataille-fest pairing this 12-hour drama with night-changing 'feasts' of Bataille-inspired film, dance and readings featuring Derek Jarman, an 'ex-dominatrix' called Terence Sellers, and the stripper-trumpeter Casey Fanni Tutti (sic), formerly of Throbbing Gristle. *Ma Mere* is an undramatic examination of a mother's debauchery of her son through sado-masochism, lesbianism, and 130 pages of prose whose preciousness, such as only the French could achieve, survives nakedly in Paul Buck's translation of this dramatization by the novelist Pierre Bourgoise.

Dance

Royal Ballet
Sadler's Wells

It was interesting to see David Bintley's *Metamorphosis* as the centre-piece of Tuesday night's programme by Sadler's Wells Royal Ballet, opening their short London season. As its premiere last April one was busy wondering how he would manage to transfer so philosophical a story to the stage and trying to take in the episodes as they arose. Now, with foreknowledge of the ballet's shape, one can concentrate more on detail and notice for instance how ingeniously the choreography switches the focus from one character to another. As usual, Bintley has given his dancers strong roles to play, especially Leanne Benjamin as the 'sister who' for all her adolescent gauche and hesitations, is really the family's chief prop; but hardly less so to Margaret Barbieri and Desmond Kelly as the parents who acquire new strength through their shattering experience. With Grahame Lusig as poor Gregor and Stephen Wicks as the blustering lodger, this dance drama is cast from strength. Peter McGowan's score also lives up well to being heard again. It is essentially theatre music, made to measure for Bintley's needs and building a strong atmosphere to reinforce the action; but it is never only atmosphere. There is an intelligent use of musical forms to give the score a shape of its own, well brought out by the orchestra under Barry Wordsworth's direction.



Evelyn Hart in 5 Tangos, with Carl Myers

Classical ballet in contrasted moods came before and after this strong drama. Hans van Manen's *5 Tangos* is a work of dark moods shot with sinister glittering highlights. Although it is a pity that the Musicians' Union will not allow Astor Piazzolla's score to be played as he recorded it, with bandoneon and accompaniment, Cesar Gentili's arrangement for orchestra is the next best thing. Evelyn Hart, the company's Canadian guest dancer, is at her best in the leading part, especially in the adagio, 'Mori', with an admiring background of six men, where her predatory stalking gives a sharp attack to her movements. Carl Myers could maybe with advantage be a little more devilish in his solo, but he tackles it with zest. It is apparent that Nureyev's production of the diversionist from *Raymonda* has not actually had his eye on it lately. Someone, for instance, has told

Marion Tait that she need not clap her hands in the big czardas solo - which makes the whole gesture look daft. Only a detail, of course, but unfortunately typical of a prissy, genteel approach to a role that needs guts. Roland Price, in the other leading role, jumps high and obviously works hard to use his considerable talent, but for some reason is curiously insecure in his *tours en l'air*. On the credit side is a line-up of soloists who sustain a higher level of consistency than recent casts at Covent Garden, with smooth gracious finish from Clare French and Mandy-Jayne Richardson in the slow dances and crisp attack from Sandra Madgwick and Karen Donovan in the fast ones. Barry Wordsworth's caressing account of Glazunov's voluptuous score made up in spirit what it occasionally lacked in detail. John Percival

Concert

ECO/Ledger/Fraser
Queen Elizabeth Hall

Donald Fraser, who conducted the first performance of his *Ancient Chinese Lyrics* on Tuesday, is I gather, the man who successfully sued Thames Television because he gave them the idea for a series called *Rock Bottom* which they pinched and turned into *Rock Follies*. But it was an altogether unlitigious, classically orientated figure who was on view in his attractive song-cycle: these settings of Chinese lyrics use Arthur Waley's translations and weave five lyrics and an envoi together with two dances and a pair of preludes. The sounds are lovely and the vocal writing, projected with suppleness, swooping lines by Teresa Cahill, is effective. The dominant sounds are tuned percussion and harp: delicate bells, swishing arpeggios, the flutter of raindrops at the beginning of 'In the Courtyard', taken up by the broken, staccato vocal line. Occasionally a string melody soared above the texture, and a cello solo emerged through a romantic haze. The predominant feeling was one of warm consonance, perhaps because the composer had reflected the importance of the number five in Chinese music by using fifths as a basic interval. And the result was a touch too easy for my taste: a pattern of well-imagined sounds which ended up as slightly under-characterized. The rest of the concert was conducted by Philip Ledger, and started with an incredibly straight-faced account of Boccherini's comic Spanish scene *La musica notturna della strada di Madrid*. Far more interesting

was Teresa Cahill's singing of two Mozart arias: the great scene 'Ah, lo previdi' started quite magnificently, with the sighs and anguish of the first aria wonderfully distilled, but became more strained: tossing back her head cannot help the cleanliness of attack on high notes. But serenely returned in the exquisite 'Nehmi, meinen dank', where her voice entwined around the fine ECO woodwind.

Nicholas Kenyon

Barrie Rutter, top pig Napoleon, transferred from the Cotswolds to the Olivier. No actor, even he admits, could ask for very much more than he has recently enjoyed - long, well-praised runs in *The Oresteia*, *Gulls* and *Dolls* and *The Rivals* and now constant admiration for his part as fearsome Stalinist dictator in Peter Hall's adaptation of Orwell's political satire. Yet what appeals to Rutter is not so much the versatility of it all as the fact that he has fallen in love with a certain style of acting and that *Animal Farm* lets him explore it to the full. He calls it "the up-front primary coloured presentation of a text". He explains: "The *Oresteia* opened it up for me. It's really in my bloodstream now. It's the opposite of naturalistic drama with all its sly winks. "You don't ask 'What would my pig be doing in this situation?' You just do it. And once it's happened you find there's a good excuse for it. All the knowledge and subtlety is, there even if it's not played. You just present it. It's very ennobling. I feel ennobled."

Barrie Rutter, who tonight transfers in *Animal Farm* (right) from the Cotswolds to the Olivier, is an actor who promises to thrive in the wide open spaces: interview by Caroline Moorehead



The pleasures and pitfalls of porcine pyrotechnics

The switch from the Cotswolds to the Olivier tonight is more than a simple translation from one corner of the National Theatre to another. The stages are differently shaped and in the Olivier the audience is some five times bigger. "This must be better," says Rutter. "I've noticed how in the Cotswolds, when we pigs take over, the first three rows cover back. Let's face it: it's a bloody awful story. You don't come out singing the songs." He adds: "It deserves to be unrewarded acting: we're in masks and on all fours most of the time. It's physically hell. Rehearsals and previews have

pleased him: "I like big spaces. For good or ill, I'm a big performer. Like Parkinson's Law, I expand to fill the space." Indeed Rutter has a voice to fill any space, thick, rich, resonant and consciously articulate. "I have a bee in my bonnet about the 'mini-neas' of television actors' voices. On my grave I want an epitaph: 'We heard him at the back'."

In the past of 'nearly every actor there seems to lurk a prophetic English teacher. Rutter's was at Greatfield High School, in Hull, a Mr Siddle, who said to him one day: "You've got the biggest gob in the school - use it." Rutter

objected that he had no time - what about football practice? Mr Siddle's vision prevailed and at 16 Rutter found himself playing the Mayor in *The Government Inspector*. "I just knew I loved it. Not how or why." What was more, acting was his, a long distance away from home life as eldest of five boys, all to different fathers. (His own worked on Hull's fish docks.) "I just went on from there. I said to myself that if I ever got out of my depth I would stop. But I'm still swimming."

To hear him tell it, the passage has not been excessively rough. After drama school in Glasgow came a period with the National Youth Theatre, followed by a year at the Nottingham Playhouse, and then on to Stratford: an enormous range of parts, each enhancing the already chameleon-like adaptability of his presence - a man of medium height, rather thick-set with thin brown hair, yet somehow almost unrecognizable from photograph to photograph or character to character. It was on tour in America that he met his Californian wife, a Jacobean scholar who writes and looks after their two small children in their house outside Stratford. "What I'm not thrilled about at the moment is the royal baby," he says. "Two months ago we christened our son Harry. Now he's doomed."

Has it been a good life? "Oh yes. I think so. On paper I've had eight incredibly good years. But it's the next day you look at it. I could come a cropper any time."

To an unusual degree Rutter seems possessed of a cool appraisal of his own powers and weaknesses. He says, for instance, that he cannot really make television work because his presence is somehow too big. "I just blow the box." He says too that he knows that the balance of his life - hard work at the National Theatre, interspersed with long patches at home making elderberry wine and sloe gin - is the right one for him. His ambition? Laughing: "I want to conduct the community singing at the Rugby League at Wembley." Then, more seriously: "I hope there's a Falstaff in me. Otherwise I'll take it as it comes. But realistically I have to remember: I'm a theatre actor above all things."

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Congratulations
Royal Mail

WHICH European computer company sold more business micros in Europe last year than any other?

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THE TIMES
Portfolio

From your Portfolio card check your eight share price movements. Add them up to give you your overall total. Check this against the daily dividend figure published on this page. If it matches you have won outright or a share of the total daily prize money stated. If you are a winner follow the claim procedure on the back of your card.

You must always have your card available when claiming.

| No. | Company | Price | Chg | Ytd | Ytd % |
|-----|--------------------|-------|-----|-----|-------|
| 1 | Systems Designers | 120 | + | 120 | 0 |
| 2 | BICC | 120 | + | 120 | 0 |
| 3 | Utd Lending | 120 | + | 120 | 0 |
| 4 | ICL | 120 | + | 120 | 0 |
| 5 | Thorn EMI | 120 | + | 120 | 0 |
| 6 | GEC | 120 | + | 120 | 0 |
| 7 | Avon Elec | 120 | + | 120 | 0 |
| 8 | Plenary | 120 | + | 120 | 0 |
| 9 | Security Int Sys | 120 | + | 120 | 0 |
| 10 | Racal Tel | 120 | + | 120 | 0 |
| 11 | Dunhill | 120 | + | 120 | 0 |
| 12 | Cookson | 120 | + | 120 | 0 |
| 13 | Brit Oils | 120 | + | 120 | 0 |
| 14 | Diagrams | 120 | + | 120 | 0 |
| 15 | Boots | 120 | + | 120 | 0 |
| 16 | De La Rue | 120 | + | 120 | 0 |
| 17 | BTR | 120 | + | 120 | 0 |
| 18 | Black (Peter) | 120 | + | 120 | 0 |
| 19 | Ash & Lacey | 120 | + | 120 | 0 |
| 20 | Copson (P) | 120 | + | 120 | 0 |
| 21 | Stock Convention | 120 | + | 120 | 0 |
| 22 | Bainstow Eves | 120 | + | 120 | 0 |
| 23 | Land Securities | 120 | + | 120 | 0 |
| 24 | Montevie | 120 | + | 120 | 0 |
| 25 | Comity Tr | 120 | + | 120 | 0 |
| 26 | Chesford | 120 | + | 120 | 0 |
| 27 | Braxton | 120 | + | 120 | 0 |
| 28 | Gr Portland | 120 | + | 120 | 0 |
| 29 | Slough Trust | 120 | + | 120 | 0 |
| 30 | Energy Estates | 120 | + | 120 | 0 |
| 31 | LASMO | 120 | + | 120 | 0 |
| 32 | Atlantic Resources | 120 | + | 120 | 0 |
| 33 | Trenor | 120 | + | 120 | 0 |
| 34 | Ampco | 120 | + | 120 | 0 |
| 35 | Arco Energy | 120 | + | 120 | 0 |
| 36 | Br Petroleum | 120 | + | 120 | 0 |
| 37 | IC Gas | 120 | + | 120 | 0 |
| 38 | Burnish | 120 | + | 120 | 0 |
| 39 | Britoil | 120 | + | 120 | 0 |
| 40 | Colliers Oil | 120 | + | 120 | 0 |

Weekly Dividend
Please make a note of your daily totals for the weekly dividend of £20,000 in Saturday's newspaper.

| Mon | Tue | Wed | Thu | Fri | Sat | Total |
|-----|-----|-----|-----|-----|-----|-------|
| | | | | | | |

BRITISH FUNDS

1984 High Low Company Price Chg Ytd Ytd %

| No. | Company | Price | Chg | Ytd | Ytd % |
|-----|--------------|-------|-----|-----|-------|
| 1 | British Fund | 120 | + | 120 | 0 |
| 2 | British Fund | 120 | + | 120 | 0 |
| 3 | British Fund | 120 | + | 120 | 0 |
| 4 | British Fund | 120 | + | 120 | 0 |
| 5 | British Fund | 120 | + | 120 | 0 |
| 6 | British Fund | 120 | + | 120 | 0 |
| 7 | British Fund | 120 | + | 120 | 0 |
| 8 | British Fund | 120 | + | 120 | 0 |
| 9 | British Fund | 120 | + | 120 | 0 |
| 10 | British Fund | 120 | + | 120 | 0 |

LONGS

| No. | Company | Price | Chg | Ytd | Ytd % |
|-----|--------------|-------|-----|-----|-------|
| 1 | British Fund | 120 | + | 120 | 0 |
| 2 | British Fund | 120 | + | 120 | 0 |
| 3 | British Fund | 120 | + | 120 | 0 |
| 4 | British Fund | 120 | + | 120 | 0 |
| 5 | British Fund | 120 | + | 120 | 0 |
| 6 | British Fund | 120 | + | 120 | 0 |
| 7 | British Fund | 120 | + | 120 | 0 |
| 8 | British Fund | 120 | + | 120 | 0 |
| 9 | British Fund | 120 | + | 120 | 0 |
| 10 | British Fund | 120 | + | 120 | 0 |

BANKS DISCOUNT HP

| No. | Company | Price | Chg | Ytd | Ytd % |
|-----|--------------|-------|-----|-----|-------|
| 1 | British Fund | 120 | + | 120 | 0 |
| 2 | British Fund | 120 | + | 120 | 0 |
| 3 | British Fund | 120 | + | 120 | 0 |
| 4 | British Fund | 120 | + | 120 | 0 |
| 5 | British Fund | 120 | + | 120 | 0 |
| 6 | British Fund | 120 | + | 120 | 0 |
| 7 | British Fund | 120 | + | 120 | 0 |
| 8 | British Fund | 120 | + | 120 | 0 |
| 9 | British Fund | 120 | + | 120 | 0 |
| 10 | British Fund | 120 | + | 120 | 0 |

| No. | Company | Price | Chg | Ytd | Ytd % |
|-----|--------------|-------|-----|-----|-------|
| 1 | British Fund | 120 | + | 120 | 0 |
| 2 | British Fund | 120 | + | 120 | 0 |
| 3 | British Fund | 120 | + | 120 | 0 |
| 4 | British Fund | 120 | + | 120 | 0 |
| 5 | British Fund | 120 | + | 120 | 0 |
| 6 | British Fund | 120 | + | 120 | 0 |
| 7 | British Fund | 120 | + | 120 | 0 |
| 8 | British Fund | 120 | + | 120 | 0 |
| 9 | British Fund | 120 | + | 120 | 0 |
| 10 | British Fund | 120 | + | 120 | 0 |

BUILDING AND ROADS

| No. | Company | Price | Chg | Ytd | Ytd % |
|-----|--------------|-------|-----|-----|-------|
| 1 | British Fund | 120 | + | 120 | 0 |
| 2 | British Fund | 120 | + | 120 | 0 |
| 3 | British Fund | 120 | + | 120 | 0 |
| 4 | British Fund | 120 | + | 120 | 0 |
| 5 | British Fund | 120 | + | 120 | 0 |
| 6 | British Fund | 120 | + | 120 | 0 |
| 7 | British Fund | 120 | + | 120 | 0 |
| 8 | British Fund | 120 | + | 120 | 0 |
| 9 | British Fund | 120 | + | 120 | 0 |
| 10 | British Fund | 120 | + | 120 | 0 |

FINANCE AND LAND

| No. | Company | Price | Chg | Ytd | Ytd % |
|-----|--------------|-------|-----|-----|-------|
| 1 | British Fund | 120 | + | 120 | 0 |
| 2 | British Fund | 120 | + | 120 | 0 |
| 3 | British Fund | 120 | + | 120 | 0 |
| 4 | British Fund | 120 | + | 120 | 0 |
| 5 | British Fund | 120 | + | 120 | 0 |
| 6 | British Fund | 120 | + | 120 | 0 |
| 7 | British Fund | 120 | + | 120 | 0 |
| 8 | British Fund | 120 | + | 120 | 0 |
| 9 | British Fund | 120 | + | 120 | 0 |
| 10 | British Fund | 120 | + | 120 | 0 |

FINANCIAL TRUSTS

| No. | Company | Price | Chg | Ytd | Ytd % |
|-----|--------------|-------|-----|-----|-------|
| 1 | British Fund | 120 | + | 120 | 0 |
| 2 | British Fund | 120 | + | 120 | 0 |
| 3 | British Fund | 120 | + | 120 | 0 |
| 4 | British Fund | 120 | + | 120 | 0 |
| 5 | British Fund | 120 | + | 120 | 0 |
| 6 | British Fund | 120 | + | 120 | 0 |
| 7 | British Fund | 120 | + | 120 | 0 |
| 8 | British Fund | 120 | + | 120 | 0 |
| 9 | British Fund | 120 | + | 120 | 0 |
| 10 | British Fund | 120 | + | 120 | 0 |

FOODS

| No. | Company | Price | Chg | Ytd | Ytd % |
|-----|--------------|-------|-----|-----|-------|
| 1 | British Fund | 120 | + | 120 | 0 |
| 2 | British Fund | 120 | + | 120 | 0 |
| 3 | British Fund | 120 | + | 120 | 0 |
| 4 | British Fund | 120 | + | 120 | 0 |
| 5 | British Fund | 120 | + | 120 | 0 |
| 6 | British Fund | 120 | + | 120 | 0 |
| 7 | British Fund | 120 | + | 120 | 0 |
| 8 | British Fund | 120 | + | 120 | 0 |
| 9 | British Fund | 120 | + | 120 | 0 |
| 10 | British Fund | 120 | + | 120 | 0 |

CHEMICALS, PLASTICS

| No. | Company | Price | Chg | Ytd | Ytd % |
|-----|--------------|-------|-----|-----|-------|
| 1 | British Fund | 120 | + | 120 | 0 |
| 2 | British Fund | 120 | + | 120 | 0 |
| 3 | British Fund | 120 | + | 120 | 0 |
| 4 | British Fund | 120 | + | 120 | 0 |
| 5 | British Fund | 120 | + | 120 | 0 |
| 6 | British Fund | 120 | + | 120 | 0 |
| 7 | British Fund | 120 | + | 120 | 0 |
| 8 | British Fund | 120 | + | 120 | 0 |
| 9 | British Fund | 120 | + | 120 | 0 |
| 10 | British Fund | 120 | + | 120 | 0 |

CINEMAS AND TV

| No. | Company | Price | Chg | Ytd | Ytd % |
|-----|--------------|-------|-----|-----|-------|
| 1 | British Fund | 120 | + | 120 | 0 |
| 2 | British Fund | 120 | + | 120 | 0 |
| 3 | British Fund | 120 | + | 120 | 0 |
| 4 | British Fund | 120 | + | 120 | 0 |
| 5 | British Fund | 120 | + | 120 | 0 |
| 6 | British Fund | 120 | + | 120 | 0 |
| 7 | British Fund | 120 | + | 120 | 0 |
| 8 | British Fund | 120 | + | 120 | 0 |
| 9 | British Fund | 120 | + | 120 | 0 |
| 10 | British Fund | 120 | + | 120 | 0 |

DRAPERY AND STORES

| No. | Company | Price | Chg | Ytd | Ytd % |
|-----|--------------|-------|-----|-----|-------|
| 1 | British Fund | 120 | + | 120 | 0 |
| 2 | British Fund | 120 | + | 120 | 0 |
| 3 | British Fund | 120 | + | 120 | 0 |
| 4 | British Fund | 120 | + | 120 | 0 |
| 5 | British Fund | 120 | + | 120 | 0 |
| 6 | British Fund | 120 | + | 120 | 0 |
| 7 | British Fund | 120 | + | 120 | 0 |
| 8 | British Fund | 120 | + | 120 | 0 |
| 9 | British Fund | 120 | + | 120 | 0 |
| 10 | British Fund | 120 | + | 120 | 0 |

HOTELS AND CATERERS

| No. | Company | Price | Chg | Ytd | Ytd % |
|-----|--------------|-------|-----|-----|-------|
| 1 | British Fund | 120 | + | 120 | 0 |
| 2 | British Fund | 120 | + | 120 | 0 |
| 3 | British Fund | 120 | + | 120 | 0 |
| 4 | British Fund | 120 | + | 120 | 0 |
| 5 | British Fund | 120 | + | 120 | 0 |
| 6 | British Fund | 120 | + | 120 | 0 |
| 7 | British Fund | 120 | + | 120 | 0 |
| 8 | British Fund | 120 | + | 120 | 0 |
| 9 | British Fund | 120 | + | 120 | 0 |
| 10 | British Fund | 120 | + | 120 | 0 |

INDUSTRIALS A-D

| No. | Company | Price | Chg | Ytd | Ytd % |
|-----|--------------|-------|-----|-----|-------|
| 1 | British Fund | 120 | + | 120 | 0 |
| 2 | British Fund | 120 | + | 120 | 0 |
| 3 | British Fund | 120 | + | 120 | 0 |
| 4 | British Fund | 120 | + | 120 | 0 |
| 5 | British Fund | 120 | + | 120 | 0 |
| 6 | British Fund | 120 | + | 120 | 0 |
| 7 | British Fund | 120 | + | 120 | 0 |
| 8 | British Fund | 120 | + | 120 | 0 |
| 9 | British Fund | 120 | + | 120 | 0 |
| 10 | British Fund | 120 | + | 120 | 0 |

ELECTRICALS

| No. | Company | Price | Chg | Ytd | Ytd % |
|-----|--------------|-------|-----|-----|-------|
| 1 | British Fund | 120 | + | 120 | 0 |
| 2 | British Fund | 120 | + | 120 | 0 |
| 3 | British Fund | 120 | + | 120 | 0 |
| 4 | British Fund | 120 | + | 120 | 0 |
| 5 | British Fund | 120 | + | 120 | 0 |
| 6 | British Fund | 120 | + | 120 | 0 |
| 7 | British Fund | 120 | + | 120 | 0 |
| 8 | British Fund | 120 | + | 120 | 0 |
| 9 | British Fund | 120 | + | 120 | 0 |
| 10 | British Fund | 120 | + | 120 | 0 |

| No. | Company | Price | Chg | Ytd | Ytd % |
|-----|--------------|-------|-----|-----|-------|
| 1 | British Fund | 120 | + | 120 | 0 |
| 2 | British Fund | 120 | + | 120 | 0 |
| 3 | British Fund | 120 | + | 120 | 0 |
| 4 | British Fund | 120 | + | 120 | 0 |
| 5 | British Fund | 120 | + | 120 | 0 |
| 6 | British Fund | 120 | + | 120 | 0 |
| 7 | British Fund | 120 | + | 120 | 0 |
| 8 | British Fund | 120 | + | 120 | 0 |
| 9 | British Fund | 120 | + | 120 | 0 |
| 10 | British Fund | 120 | + | 120 | 0 |

FINANCE AND LAND

| No. | Company | Price | Chg | Ytd | Ytd % |
|-----|--------------|-------|-----|-----|-------|
| 1 | British Fund | 120 | + | 120 | 0 |
| 2 | British Fund | 120 | + | 120 | 0 |
| 3 | British Fund | 120 | + | 120 | 0 |
| 4 | British Fund | 120 | + | 120 | 0 |
| 5 | British Fund | 120 | + | 120 | 0 |
| 6 | British Fund | 120 | + | 120 | 0 |
| 7 | British Fund | 120 | + | 120 | 0 |
| 8 | British Fund | 120 | + | 120 | 0 |
| 9 | British Fund | 120 | + | 120 | 0 |
| 10 | British Fund | 120 | + | 120 | 0 |

FINANCIAL TRUSTS

| No. | Company | Price | Chg | Ytd | Ytd % |
|-----|--------------|-------|-----|-----|-------|
| 1 | British Fund | 120 | + | 120 | 0 |
| 2 | British Fund | 120 | + | 120 | 0 |
| 3 | British Fund | 120 | + | 120 | 0 |
| 4 | British Fund | 120 | + | 120 | 0 |
| 5 | British Fund | 120 | + | 120 | 0 |
| 6 | British Fund | 120 | + | 120 | 0 |
| 7 | British Fund | 120 | + | 120 | 0 |
| 8 | British Fund | 120 | + | 120 | 0 |
| 9 | British Fund | 120 | + | 120 | 0 |
| 10 | British Fund | 120 | + | 120 | 0 |

FOODS

| FINANCE AND LAND | | | | | |
|------------------|----------------|-----|----|------|------|
| 298 | Abingworth | 294 | | | 8.5 |
| 128 | Aldian Hume | 138 | + | 8.8 | 8.2 |
| 78 | Antigonish | 99 | | 18.6 | 11.8 |
| 72 | Barlow Village | 90 | -1 | 6.3 | 7.3 |
| 78 | Bell | 100 | 0 | 2.1 | 21.3 |
| 125 | Canadway | 136 | +5 | 1.4 | 1.1 |
| 78 | Hammond | 126 | | 8.7 | 8.8 |
| 47 | Henry & Stone | 84 | | 2.8 | 6.5 |
| 105 | Park Place | 123 | +5 | 5.8 | 5.6 |

THE TIMES

FINANCE AND INDUSTRY

Executive Editor Kenneth Fleet

13 years is a long time in Chinese politics

The Hang Seng index, that Mercurial proxy barometer of confidence in Hong Kong, has discounted a favourable agreement with China over the colony's future and actually dropped below the 1,000 mark in the last session before details of the agreement emerged yesterday. But if share prices do not bounce higher in the next few days, it will be a more bizarre than usual example of the Hong Kong market's eccentricities.

Allowing for the basic distaste of many inhabitants to being handed over to the People's Republic, the agreement is the best that could have been hoped for and much better than many sceptics had thought possible. While many of the details, particularly on land leases, shipping and freedom from exchange control, are in themselves encouraging, both to domestic and foreign investors, it is the very accumulation of detail that is most reassuring. An annex to be written into Chinese law even states that "the socialist system and socialist policies shall not be practised in the Hong Kong special administrative region" for 50 years after the 1997 handover.

The mass of print on preserving financial, legal and money market systems, might help to convince cynics that the Chinese Government intends to maintain Hong Kong as an international capitalist enclave, and that it has a realistic appreciation of what exactly is involved in achieving that objective. It will not persuade them that what happens after 1997 will necessarily be congenial, but it removes much uncertainty about the next 13 years. That is what really matters to business confidence and investment, which has periodically been undermined in the past two years by fears of what might come about in the nearer term.

Without such fears the economic prospects and background look strong. Sir John Brembridge, the colony's financial secretary, recently raised his forecast of output growth this year from 6 to 8 per cent. This revision was based on dramatic export growth of 42 per cent in the first eight months of this year in a currency tied to the strong US dollar. Investment from abroad has been healthy as Japanese and American companies seek an entry into China.

Domestic investment, other than in property, is also recovering. And, as Mr David Davies of Hong Kong Land was quick to spot, the protection of long leases and further renewals up to 2047 will help stabilize the property market.

The less sanguine will emphasize that confidence remains crucial and will hang on political news from China. Under the US dollar tie an exodus of capital pushes up interest rates, further threatening capital values and, as when the US dollar and US interest rates turn down in earnest, there might be fewer correctives against a flight of capital and talent.

The second coming of David Montagu

That moment towards the end of July when the shares of Charterhouse J. Rothschild touched 75p may prove to have been an historic turning point in the fortunes of Mr Jacob Rothschild. Yesterday the share price climbed another 3p to 90p in response to half-year profits, an interim dividend of 1.5p and a forecast of a total for 1984 of 4.5p. The pre-tax profit is £30m against a comparable £20m at this stage last year.

These are the first figures from Charterhouse J. Rothschild since it was formed last winter, and since it tried and failed to merge the new group with Hambro Life Assurance this summer.

The legacy of that failure, which cost £2.3 million, is 24.9 per cent in Hambro

Life's equity, the presence on the CIR board of the redoubtable Mr Mark Weinberg and his shrewd colleague, Mr Sydney Lipworth, and a City audience left wondering if Mr Rothschild had lost his deal-making touch.

His characteristic response has been to try harder. Realized gains of £28.7m are the backbone of the latest results. CIR has pressed on with selling its collection of industrial interests, with another £68m, at book values, remaining to be realized.

The declared intention is to turn CIR into an international investment banking and investment management group. To this end a Hong Kong office has been opened and a Pacific fund launched.

These, however, are in the nature of housekeeping chores compared with the principal task of restructuring the board. Into the chief executive's chair originally designed for Mr Weinberg slides Mr David Montagu. At his right hand will be Mr Merrill Halpern, an American whose experience of Wall Street should be invaluable in the soon-to-be-liberated London stock market. He will head the international investment banking division.

Mr Montagu's appointment should mark the end of an odyssey which began 11 years ago when he sold Samuel Montagu, the family merchant bank, to Midland Bank for £140m. After restless spells at Orion Bank and Merrill Lynch, he joined Mr Rothschild in 1981 and has now been given the key job of blending a talented but diverse group of individuals into an efficient and aggressive team. Mr Montagu is not a man who likes playing second fiddle but as leader of such an orchestra under Jacob's baton, he has his work cut out.

There will be casualties along the way. Indeed, one was announced in yesterday's list of changes: Mr Kenneth Thompson, CIR's finance director, will be leaving to pursue other interests.

Day of decision for Carless Capel

Today is the first closing date for the £100m takeover bid by Carless Capel for Premier Consolidated. When acceptances are totted up at 3.30, Carless is likely to find that its one-for-three share offer has been rejected, possibly by a large majority.

It has been a curious little saga from the beginning, with Carless' respected chairman, Mr John Leonard, acting quite out of character. He sprang a hostile bid on a company which is by no means the most obvious fit for his own, and then got his knuckles rapped by the Takeover Panel for an incautious remark to a newspaper that Carless's terms of his offer would not be raised. There has been sniping from both sides, with Mr Roland Shaw, Premier's chairman, having the better of the argument (and the wisecracks) to date.

The chief casualty so far has been Carless' own share price, since the offer was announced it has slipped from £20p to 19p. Despite a healthy profit forecast, the market has blanched at the thought of the avalanche of new Carless paper a merger would bring. Doubts whether Carless's onshore find at Hordern is all it is cracked up to be have been successfully fanned by Mr Shaw and his advisers at Schroders.

The question now is whether Mr Leonard throws in his hand or comes back with a better offer. Not withstanding Mr Shaw's vigorous defence, Premier is vulnerable at, or not much above, the present price, provided the terms are more attractive than Carless's all-paper offer. Not is there any doubt that a more friendly bid would go down much better. Is a three-way tie up between Carless, Premier and Goal no more than a gleam in the various parties' eyes.

IMF grants \$1.4bn standby loan to Buenos Aires

From Sarah Hogg and Bailey Morris, Washington

The Argentine Government yesterday published its long-fought-over memorandum of agreement on economic policy with the International Monetary Fund.

This formal agreement, if endorsed by the IMF's executive board, will permit Argentina to draw up to \$1.43 billion under a standby arrangement with the fund, although that is still conditional on agreement with Argentina's commercial banks.

The Government must meet interest arrears of \$900m by the weekend if the US banks are not to be forced to declare their loans non-performing.

In all, Argentina is looking for about \$5 billion in immediate new money, of which the IMF loan would provide about a third. Neither the commercial banks nor the Paris Club (of Government creditors) has yet reached agreement with Buenos Aires, but the IMF memorandum is a significant step forward.

The memorandum provides for: ● A plan aimed at progressively reducing inflation to 300 per cent in the year ending next September, and an annual rate

of 150 per cent during the last quarter of 1985, compared with a rate of about 650 per cent now.

● Devaluation of the exchange rate designed "at a minimum" to adjust for the difference between domestic and international prices. This is to permit stabilization of the current account deficit, including rising interest payments on international debt, at around \$2.2 billion.

● "Simplification" of the foreign exchange and trade system. The Government undertakes not to impose or intensify any restriction on payments or transfers for current international transactions.

● A schedule for the phased elimination of external payments arrears not subject to refinancing by the banks. ● A sustained reduction in the rate of growth of credit and money, with limits on the deficits of the central bank and the non-financial public sector. The plan is aimed at reducing the cash deficit of the non-financial public sector to 8.1 per cent of gdp in 1984 as a whole, and to 3.4 per cent in 1985.

That compares with a peak of 16.5 per cent during the fourth quarter of 1983. In order to restrain public spending, the Government has agreed to stop holding public sector prices below the general level of inflation.

● However, on the vexed question of wages, the Government is still planning monthly wage adjustments for the public and private sectors, with catch-up increases "from time to time" to provide a measure of protection for real wages. It is thought that the Government will try to put something of a check on wages by delaying catch-up increases, but there is no formal commitment to do so.

● The Argentine Government has also won through with its insistence that adjustment policies should not precipitate recession. Its financial programme "has provided for moderate growth of output next year".

Open world trading markets are a critical component of success in managing the problem according to the heads of the bank, the IMF and key industrialized nations.

But the situation could worsen quickly if the following conditions are not met over the next crucial year and beyond: sustained recovery in the industrialized nations; open world trading markets to allow continued growth in Third World exports; an increase in investment flows to developing countries projected at 7 per cent a year.

World Bank and IMF officials said the debt problem had moved into a third critical stage in which 70 per cent of the world's outstanding debt will fall due between now and 1989.

As a result of agreements with Mexico, Venezuela and Argentina, a workable mechanism for managing outstanding

debt has been achieved, they said.

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STOCK MARKET REPORT

FT-SE near to record as IMF deal spurs banks

By Derek Pain

Shares were stretching towards a record peak yesterday. Although the widely quoted FT 30 share index continued to hover around the 870s — more than 50 points below its highest level — the much more widely based and more recently introduced FT-SE 100 index was inching towards a new high.

At the close the FT-SE 100 was riding at 1,135.5 points, representing a gain of 14.3. Its peak, achieved in May, is 1,141.6 points. The FT 30 index slipped one point to 869.

The strength of the stock market as a whole, as opposed to the constituents of the FT 30 index, was emphasized by a wide array of plus signs generated by persistent, if not heavy, trading.

The high street banks, not one of which features in the FT 30 index, were the day's high fliers. Spurred by the International Monetary Fund's long awaited loan agreement with Argentina and with a little help from the Bank of Scotland's fine figures, they romped ahead in spectacular style.

Barclays rose 17p to 494p; Lloyds, particularly exposed to Argentina, gained 23p to 492p; Midland 18 to 352 and National Westminster Bank 25p to 527.

Shares of Bestwood, a seemingly sleepy investment group, hovered around 180p. Intriguingly many is the group's prime asset, its 24.6 per cent shareholding in the Foray oil services group. Some suggest that with Foray the group's assets are worth more than double the present share price.

Bank of Scotland advanced 13p to a new high of 397p, leaving the Royal Bank of Scotland 4p higher to 228p.

The rest of the equity market drew some relief from the slight easing of the banking crisis but was more interested in the optimism of the Chancellor, Mr Nigel Lawson, over interest rates. It continued to ignore the pit strike. Sterling's improved showing on the foreign exchange market against a weaker US dollar also helped sentiment.

Government stocks, after a hesitant start, were firm. Early losses were recovered and the market closed with gains of up to 10c. The Government Broker's supplies of 10c per cent Treasury convertible 1992 were sold out.

Among equities in fine form were Standard Telephones and Cables, which gained 10p to 264p after Tuesday's 8p gain. The market drew encourage-

ment from the apparent failure of an institutional consortium to tempt ITT to cut its shareholding to the required level below 25 per cent by accepting an offer of only 250p a share. ITT rejected the proposal.

Grand Metropolitan, the leisure group, fell back on worries about the next financial year, starting next month. Suggestions that at least two brokers had reduced their 1984/85 profit forecasts cut the shares 8p to 298p. For the present year, Grandmet helped by the strong US dollar, could hit something approaching £370m against £295.2m. Next year's projections have been reduced from some £430m to about £390m.

Beecham, helped by American buying, rose 8p to 371p. W. Greenwell, the broker, is recommending the shares after the growing US success of the group's a antibiotic drug, Augmentin. Boots, also with an increasingly important US drug interest, was another to respond to trans-Atlantic demand, rising 5p to 189p.

But Reuters, the information group, is now, apparently, out

castle Breweries, weak since last month's warning on industry beer sales, improved 24p to 108p on some modest buying.

The Chancellor's expectations on interest rates helped stores. Woolworths Holdings, gained 13p to 523p as its management met investment analysts. Sainsbury, reflecting fine figures as well as renewed takeover suggestions, was up 10p to 348p. Currys Group responded to the interest rate hopes with a 7p gain to 263p and two Great Universal Stores stocks made progress — the "A" gling from 568p to 583p and the ordinary from 576p to 591p.

NSS Newscasters, on vague takeover stirrings, advanced 4p to 116p.

TI Group, reflecting worries about the performance of some of its operations, was one of the weakest, performing FT 30 index constituents, falling 12p to 232p at one time. The shares had been driven up on Tuesday on hopes of some cheerful forecasts from the Midland stockbroking community.

Lucas Group, for so long in the takeover spotlight, was in retreat, falling 7p to 220p as

Wheeler's restaurants group, firmed 1p to 252p. Comfort Hotels, International and Queens Moat Houses also made progress.

Tobacco shares, the best performing market sector this year, lost a little ground on profit taking. BAT Industries fell 2p to 272p. It is the BATs re-rating which has given the sector such an uplift, and Imperial Group, strong recently on suggestions it is about to sell its troublesome American catering and hotel group, Howard Johnson, fell 2p to 176p.

Associated Book Publishers' 44 per cent leap in interim pretax profits to £2.27m owes quite a bit to that spotty individual Adrian Mole. Sales of the two Mole books are running at 1.7 million.

It also owes a great deal to law publishing in Canada where sales were 23 per cent higher. Canada was also largely responsible for an exchange rate profit of £100,000.

With gross profit margins much the same, volume gains and a strong Christmas list (already selling beyond expectations) full year profits too look set to top £7m comfortably against £5.3m in 1983. The share price bounced 21p higher to 296p encouraged by the 36

Shares of Hugh Mackay, makers of Durham carpets, rose 1p to 70p yesterday, making a 6p gain over two days. Allied Textile Co. has increased its shareholding to 18.5 per cent and some market observers are banking on a bid being rolled out shortly.

A G Stanley, the Fads paint "n' paper people, rose 1p to 45p on the news that Berger, Jensen & Nicholson had increased its stake to 20.14 per cent from 19.3 per cent.

Berger, a subsidiary of West German chemical company Hoechst, first took a stake in Stanley in 1979 when it sold Stanley 100 retail outlets. It has gradually increased its stake because the shares look good value and not because it intends to bid, Berger insists.

Its latest purchase of just under 1 per cent takes Stanley to associate level in Berger's accounts, which was the object of the exercise. Berger intends to stop there.

Equity turnover on Tuesday was worth £222.480m with bargains recorded at 15.657. Gilt transactions were 2,679. Total number of UK and Irish stocks traded was 122.4 million.

Interbank opened on 10%—4 per cent and soon eased to 10%—9 per cent in easy conditions.

Overnight Bank Rate 10%.

Discount Rate 10%.

Overnight Bank Rate 10%.

Discount Rate 10%.

Overnight Bank Rate 10%.

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Overnight Bank Rate 10%.

TEMPUS

Fosco fillip fails to move market

The biggest problem Fosco Minsep has these days is that the market still does not understand it. The old belief that it is linked to the declining steel industry is unfounded. Only 23 per cent of its business is steel related and the proportion is falling. It is perhaps now closer to a chemicals company.

Yesterday's interim pretax profits of £16.9m were more than double last year's and more than £2m ahead of expectations. Yet the share price merely flickered and ended the day unchanged at 181p. Certainly some bull positions had been built up ahead of the results, but the shares deserved more.

Fosco's strength in the first half came from three sources. Market conditions picked up, the company successfully introduced new products and the benefits of the rationalization programme carried out in the last two years at last began to filter through to the profit and loss account.

The company has gone to great lengths to reduce its exposure to the troughs of the economic cycles and while there is still a lot of work to be done in this direction it is a much more stable animal than of old. A business of this nature can never be recession proof but Fosco has certainly improved its position.

The company should make about £34m in the full year which, on a 35 per cent tax charge, leaves it on an under-

manding multiple of 7.3. There is still more by way of growth to come next year, particularly from Fosroc, and the company is well worth closer scrutiny.

DRG

DRG's 12 per cent increase in interim profits to £10.6m was due to a strong overseas performance and an 18 per cent reduction in interest charges.

Its British operations showed a 12 per cent fall at the operating level attributable wholly to the pulp and papermaking side, where raw material costs rose 30 per cent.

Producer price rises and the strengthening dollar were equally responsible. DRG hopes to recover most of the increases from customers by the year-end, assuming the dollar's continued rise does not thwart its efforts.

Other troublesome areas in the United Kingdom are packaging for the whisky industry, which remains depressed, and Barrett copiers, which should break into the black by the fourth quarter.

Overseas operating profits were up 38 per cent largely from Canada (up 67 per cent) where productivity improved after previous surgery and benefited from the absence of last year's seven-week strike.

DRG is on course for profits of £22m this year against £16.1m giving a modest prospective p/e ratio of 7.4 on shares down 5p at 134p, but

doubts remain about the company's long-term strategy for getting away from its dependence on paper in an increasingly paperless age.

Medical packaging is a growth area and DRG is keen to add to its investment in the US health-care market with another acquisition. Some 30 per cent of DRG's business is now in growth areas.

There is little scope for further interest charge reduction and gearing should end the year marginally below last year's 41 per cent.

Bid talk, which has helped boost the shares, is dismissed by the company. It keeps a close watch on its share register and has seen no signs of a stake building up.

RMC

Some City analysts were expecting a lot from RMC after the company's excellent performance last year. Following yesterday's interim pretax profits of £31.7m there might be some marking down of full-year forecasts.

The results were perfectly adequate, but the less than optimistic view which the company has on the construction industry in the important British and German markets should dampen the ardour of its over-enthusiastic followers.

The main British operations of concrete and aggregates, waste disposal, DIY and

builders' merchants all improved. However, ready mixed concrete volumes were down by 2 per cent, in line with the industry. RMC clung on to its 30 per cent market share but improved profits were achieved by cost savings rather than price or volume increases.

The story is repeated almost world wide where the trend has been for demand to remain static or decline. With little sign of significant change this year, or next, RMC is under pressure to find new markets or product.

As with many other companies, the US is one area which is singled out for attention. Less than 10 per cent of the company's capital is employed there but this is set to expand as RMC spreads its interests. It is also the company's third biggest profit centre although it will be some time before it challenges Germany for second place.

RMC is still a strong company. It has good cash flow and a good geographical spread of businesses. It also has the tremendous advantage of good aggregate reserves in south East England where price and demand is firmest.

This makes the company more resilient to the effect of the building cycle. Profits of £80m are in sight for the full year but there could be a slow down in 1985. The shares, unchanged at 360p, look cheap in the context of the sector, but the question is, do you want to buy the sector?

Enterprise Oil

Interim Statement for the six months ended 30 June 1984

In presenting our first financial statement since the Offer for Sale, I am delighted to welcome new shareholders and to report our interim results for the half year to 30 June 1984.

Results

The first half produced a profit after tax (but before flotation costs) of £26.1 million.

Turnover — at £111.7 million — benefited from the weakening of sterling during the period as all the Company's oil was sold to The British National Oil Corporation at term prices (based on a marker of \$30 per barrel). Sterling values per barrel rose from around £20.80 to £22.30 over the half year — an increase of 7%.

Cash flow was strong in the period. Even after substantial expenditure on the Hutton project, cash and short-term investments rose by £21 million to stand at around £90 million by end June. Interest income at £3.4 million benefited accordingly.

As envisaged at the time of the Offer for Sale, exploration activity is now increasing rapidly, and may involve more substantial provision in the second half than in this period depending on the results of the drilling programme currently in progress.

Operations

The Company's production entitlement from its four producing fields — Beryl, Fulmar, North-west Hutton and Montrose — averaged 29,000 barrels per day during the first half.

Major development activity on oil fields in which the Company has an interest was concentrated in two areas. Firstly, the Beryl 'B' platform was commissioned by Mobil during the period. Oil production commenced on 6 July and the declining levels of production from this field — which have been evident since 1980 — have now been reversed. Secondly, construction of the revolutionary tension-leg platform for the Hutton field was completed. Following its highly successful installation by the operator, Conoco, first oil was produced on 6 August, well ahead of forecast. Thus five of the Company's oil fields are now producing and its total entitlement from these fields is growing steadily. By the end of August, production entitlement had reached 33,000 barrels per day.

Exploration activity is also increasing. As noted in the Offer for Sale, two wells were completed as

discoveries on the Company's own acreage, and drilling has now commenced on all three farm-ins negotiated during the period. Discussions are well advanced on a further farm-in, relating to block 22/8a in the northern North Sea. Subject to the necessary consents, the Company would acquire an interest of about 14%. By the year-end, Enterprise expects to have participated in the drilling of a total of nine exploration and appraisal wells on the UKCS. Active preparations are also underway for licence applications in the ninth round.

The Company has farmed into its first two overseas exploration prospects, again subject to the necessary consents. One agreement provides for Enterprise to acquire a 35% interest in an onshore exploration permit at Valensole, north-east of Marcellus. The second relates to blocks 49/17, 49/18 and 49/19 offshore Ireland in the north Celtic Sea graben and provides for the Company to acquire a 25% interest in one or more of these blocks. Drilling has already commenced on block 49/19.

Corporate developments The period under review was one of major change for Enterprise during which most key staff appointments were made and the Company entered the private sector. It is now proceeding vigorously with its development as one of this country's major independent oil companies.

As shareholders will be aware, between the Offer for Sale and 10 July, RTZ acquired 29.9% of the Company's issued share capital. They have announced that they do not intend to increase their percentage holding in the foreseeable future. The Board is actively engaged in the implementation of the Company's business plan. To this end, Enterprise is having commercial discussions with a number of companies, which will include RTZ, to identify opportunities to be pursued in the interests of all Enterprise's shareholders.

Dividend As announced in the Offer for Sale, an interim dividend of 3p per Ordinary Share will be paid on 12 November 1984 to shareholders on the Register on 11 October 1984.

John G. Gifford
Chairman

Consolidated Profit & Loss Account for the six months ended 30 June 1984

| | Half year ended 30 June 1984 (Unaudited) £ million | Eight months ending 31 December 1983 (Audited) £ million |
|---|--|--|
| Turnover | 111.7 | 142.5 |
| Cost of sales | (47.5) | (61.0) |
| Gross profit | 64.2 | 81.5 |
| Exploration costs written off | (0.3) | — |
| Administrative and selling expenses | (1.3) | (0.9) |
| Interest receivable | 3.4 | 2.6 |
| Profit on ordinary activities before taxation | 66.0 | 83.2 |
| Tax on profit on ordinary activities | (39.9) | (52.4) |
| Profit on ordinary activities after taxation | 26.1 | 30.8 |
| Extraordinary item — flotation costs | (2.3) | — |
| Profit for the period | 23.8 | 30.8 |
| Dividend | (6.4) | — |
| Profit retained | 17.4 | 30.8 |
| Earnings per share | 12.31p | 14.53p |
| Dividends per share | 3p | — |

Notes: Results for the period comparable to the six months ended 30 June 1984 are not available because the Company did not commence trading until 1 May 1983. Results for the eight months' trading to 31 December 1983 are provided for information.

For a copy of this Interim Statement write to Geoff Jennings, Company Secretary. Copies will be posted to shareholders as soon as the Register has been established.

Enterprise Oil plc, 5 Strand, London WC2N 5RU

FOREIGN EXCHANGES

STERLING SPOT AND FORWARD RATES

| Market rates | Forward rates |
|--------------------------|-------------------------|
| New York 1.2325-1.2335 | 1 month 1.2325-1.2335 |
| London 1.2325-1.2335 | 3 months 1.2325-1.2335 |
| Frankfurt 1.2325-1.2335 | 6 months 1.2325-1.2335 |
| Paris 1.2325-1.2335 | 12 months 1.2325-1.2335 |
| Geneva 1.2325-1.2335 | |
| Basle 1.2325-1.2335 | |
| Brussels 1.2325-1.2335 | |
| Amsterdam 1.2325-1.2335 | |
| Stockholm 1.2325-1.2335 | |
| Copenhagen 1.2325-1.2335 | |
| Helsinki 1.2325-1.2335 | |
| Tokyo 1.2325-1.2335 | |
| Singapore 1.2325-1.2335 | |
| Bombay 1.2325-1.2335 | |
| Calcutta 1.2325-1.2335 | |
| Rangoon 1.2325-1.2335 | |
| Colombo 1.2325-1.2335 | |
| Madras 1.2325-1.2335 | |
| Delhi 1.2325-1.2335 | |
| Mumbai 1.2325-1.2335 | |
| Calcutta 1.2325-1.2335 | |
| Rangoon 1.2325-1.2335 | |
| Colombo 1.2325-1.2335 | |
| Madras 1.2325-1.2335 | |
| Delhi 1.2325-1.2335 | |
| Mumbai 1.2325-1.2335 | |

Source: Reuters. Forward rates are for 12 months.

DOLLAR SPOT RATES

| Market rates | Forward rates |
|--------------------------|-------------------------|
| New York 1.2325-1.2335 | 1 month 1.2325-1.2335 |
| London 1.2325-1.2335 | 3 months 1.2325-1.2335 |
| Frankfurt 1.2325-1.2335 | 6 months 1.2325-1.2335 |
| Paris 1.2325-1.2335 | 12 months 1.2325-1.2335 |
| Geneva 1.2325-1.2335 | |
| Basle 1.2325-1.2335 | |
| Brussels 1.2325-1.2335 | |
| Amsterdam 1.2325-1.2335 | |
| Stockholm 1.2325-1.2335 | |
| Copenhagen 1.2325-1.2335 | |
| Helsinki 1.2325-1.2335 | |
| Tokyo 1.2325-1.2335 | |
| Singapore 1.2325-1.2335 | |
| Bombay 1.2325-1.2335 | |
| Calcutta 1.2325-1.2335 | |
| Rangoon 1.2325-1.2335 | |
| Colombo 1.2325-1.2335 | |
| Madras 1.2325-1.2335 | |
| Delhi 1.2325-1.2335 | |
| Mumbai 1.2325-1.2335 | |
| Calcutta 1.2325-1.2335 | |
| Rangoon 1.2325-1.2335 | |
| Colombo 1.2325-1.2335 | |
| Madras 1.2325-1.2335 | |
| Delhi 1.2325-1.2335 | |
| Mumbai 1.2325-1.2335 | |

Source: Reuters. Forward rates are for 12 months.

OTHER RATES

| Market rates | Forward rates |
|--------------------------|-------------------------|
| New York 1.2325-1.2335 | 1 month 1.2325-1.2335 |
| London 1.2325-1.2335 | 3 months 1.2325-1.2335 |
| Frankfurt 1.2325-1.2335 | 6 months 1.2325-1.2335 |
| Paris 1.2325-1.2335 | 12 months 1.2325-1.2335 |
| Geneva 1.2325-1.2335 | |
| Basle 1.2325-1.2335 | |
| Brussels 1.2325-1.2335 | |
| Amsterdam 1.2325-1.2335 | |
| Stockholm 1.2325-1.2335 | |
| Copenhagen 1.2325-1.2335 | |
| Helsinki 1.2325-1.2335 | |
| Tokyo 1.2325-1.2335 | |
| Singapore 1.2325-1.2335 | |
| Bombay 1.2325-1.2335 | |
| Calcutta 1.2325-1.2335 | |
| Rangoon 1.2325-1.2335 | |
| Colombo 1.2325-1.2335 | |
| Madras 1.2325-1.2335 | |
| Delhi 1.2325-1.2335 | |
| Mumbai 1.2325-1.2335 | |
| Calcutta 1.2325-1.2335 | |
| Rangoon 1.2325-1.2335 | |
| Colombo 1.2325-1.2335 | |
| Madras 1.2325-1.2335 | |
| Delhi 1.2325-1.2335 | |
| Mumbai 1.2325-1.2335 | |

Source: Reuters. Forward rates are for 12 months.

EURO-DEPOSITS

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|-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| 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c | 1/2c 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Law Report September 27 1984

Tax consequences of varying maintenance orders

Marley-Clarke v Jones (Inspector of Taxes)

Before Mr Justice Anthony Lincoln Judgment delivered September 24

In matrimonial proceedings the Matrimonial Causes Act 1973 gives the High Court wide and flexible powers regarding the making, variation and backdating of maintenance orders. And a variation order by the court backdated by some 11 years the variation of maintenance was to be treated as having retrospective effect for tax purposes.

Mr Justice Anthony Lincoln so held in a reserved judgment allowing an appeal by Mrs Angela Marley-Clarke from a decision of the Woking General Commissioners in respect of assessments to income tax under Case III of Schedule 10 made on her for the years from 1975 to 1980. The commissioners had determined that maintenance payments were the subject of the assessments were the income of the taxpayer and not of her son notwithstanding a retrospective variation order that required the taxpayer's former husband to make the payments direct to his son.

Mr Scott Baker, QC, and Mr Andrew Thorburn for the taxpayer. Mr Robert Carwath for the Crown.

Mr JUSTICE ANTHONY LINCOLN said that in 1969 the taxpayer's former husband had been ordered in divorce proceedings to pay to the taxpayer maintenance for herself and maintenance for her son, John Robert, at the rate of £2 10s per week. In 1980 the taxpayer obtained by consent a variation of that order whereby the payments were to be made direct to her son with retrospective effect to 1969. The circumstances in which she came to apply for the variation were that she had consulted the Inland Revenue authorities and received an assurance that if she obtained the variation she would then be repaid any tax overpaid on the basis of such variation. She did so but, deplorably, the Revenue refused to honour that assurance and litigation arose.

The questions arising on the taxpayer's appeal were (i) what was the true construction of the maintenance orders, (ii) what were the limits of the power of the High Court to backdate a maintenance order and (iii) what were the tax consequences of such backdating.

First as to the construction of the 1969 order, the taxpayer argued that its terms created a trust in favour of her son in the consequence that the income was income to which he was entitled. However in *Stevens v Tizard* ([1940] 1 KB 204) the Court of Appeal had held that such money was paid to the mother as income payable into her hands to which the child was not entitled in his own right. It was not desirable for the court to circumvent that longstanding decision. The conclusion was that of the many formulas that might now be adopted so as to secure fiscal advantages for the parties, the formula that had been used in the 1969 order continued to have the consequence that money paid under it was income in the hands of the immediate payee, namely the taxpayer.

So far as the backdating of maintenance orders was concerned, it appeared that there was uncertainty as to the limits of the court's powers. Section 28 of the Matrimonial Causes Act 1973 imposed a limit on the date at which a periodical payments order might be ordered to begin, namely not earlier than the date of the making of an application for the order. The same limit applied to secured periodical payments. Section 31 of the same Act provided for the power to vary such orders. There were two observations to be made about that section. First it continued to express some as to the period from which it might retrospectively take effect, some three sections later than the one in which the legislature expressly sanctioned retrospective orders. Secondly, the section was, as it were, parasitic upon section 28. An order under the later section could not be made unless an order under the earlier one existed. If the earlier and original order was made to take retrospective effect, and required variation in any part of its effect, retrospective or prospective, the varying order would require to be retrospective to the extent.

It was difficult to understand why if there was a power to vary the original order, any period during which that order took effect should be beyond the reach of the variation power. Moreover in *MacDonald v MacDonald* ([1964] 1 All ER 111) the Court of Appeal adopted an unrestricted approach to the variation power that was then contained in section 28(1) of the Matrimonial Causes Act 1950. The court had not been impressed by the argument that courts of summary jurisdiction were given express sanction to such arrears but that no express sanction for the High Court could be found in the relevant Acts.

The Crown's argument that the variation order in this case was limited under section 28 of the 1973 Act to the date of application so that any variation order was limited to the date of application for variation, was unacceptable. The High Court's jurisdiction stemming from section

31 of the 1973 Act, which contained no express limitation, was limited only by the extent of the original order. Further the court's power extended to enable a variation of payment to be made, both retrospectively as well as prospectively, where the person intended to be the beneficiary of the payment remained the same.

The limits on the power to vary were commensurate and consistent with those imposed on the order which it was sought to vary. The High Court had power to specify a term in a variation order beginning not earlier than the date at which the term of the original order was specified to begin. In this case the order reaching back to 1969 was a valid one.

Finally, what were the tax consequences of a retrospective order? When an interim order was made, it was very often a provisional decision arrived at after cursory investigation of the parties' resources. There followed the main periodical payments order. If the circumstances justified a retrospective order, the court might specify a term starting from the time of the application. The later order usually resulted from a fuller investigation than the interim inquiry. Then there was the contrasting situation. A periodical payments order might be varied under section 31. The investigations leading to both orders were equally full and thorough. But fresh circumstances created the need for changed obligations and, to the extent that the later order superseded the earlier by its retrospective effect, the need for past changes. So far as the tax consequences of each situation was concerned, no principle existed justifying differing treatment.

The Crown argued that the tax property to be assessed in relation to such retrospective orders was related to, and arose out of, payments pursuant to the order as and when they occurred. Accordingly payments by way of adjustment, for example repayments under section 33 of the Act, had to be considered and assessed as and when they occurred within the relevant year of assessment, not written back into the history of the earlier orders and payments thereunder so as to reopen past assessments. The Crown therefore contended that here the 1980 order did not affect the validity of the 1969 order or the character of the payments already made; and, if that was right, in one sense the change of payee and of amount was of no retrospective effect whatsoever. It was the future that was changed by reference to the past.

Alternatively it was contended that the court had no power to make a retrospective order which could effect the validity of the 1969 order or the character of payments made under them. This it was said that the 1980 order could not alter tax liability if it was properly determined at the time.

If those contentions or any of them were correct, hardship had to result—and in recognition and mitigation of this the Revenue had issued a statement of practice, a non-statutory concession, which was invariably observed. The Crown asserted that registrars, when determining the amount of an order and how far it should be backdated, took into account such concessions and should continue to do so without difficulty.

For the taxpayer it was said that the Act of 1973 equipped the court with the widest possible and most flexible powers to do justice between spouses. In most cases insufficient funds existed to maintain two families. Parliament could not have intended that the beneficiary of a variation order should be put in a worse position financially than if his initial order—for example an interim order—had been fully and correctly determined in the first place.

Sections 28 to 35 of the 1973 Act were to be read together as a single code equipping the court with wide and flexible maintenance powers. Section 33, although a newcomer to the group, took its place with them. Read as a whole, this group seemed to have included in its range of remedies the power to rearrange or even eliminate past obligations, to determine from a future point of time a past entitlement or liability as if the latter had been in force at the time to which it related. The code thus provided a remedy akin to *restitutio in integrum*, and the consequences of that remedy were the same as those which in the case of *Spence v Inland Revenue Commissioners* ([1941] 24 T.C. 311) flowed from rescission, such as the reopening of an assessment.

The conclusion was that the 1980 order substituted its obligations and rights for those of the 1969 order, as if the former had been in force under the 1969 order. The question arose or could have arisen as to whether the discretion to make the consent variation order was properly exercised. Doubtless it had been. Accordingly the amounts of the assessments represented income in the hands of the taxpayer's son and were assessable as such, contrary to the commissioners' determination.

Solicitors: Potter and Kempson, Farnham; Solicitor of Inland Revenue.

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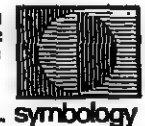
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General Appointments

Senior Computer Auditors

£ Negotiable

As part of a programme of expansion, our client, a major firm of Chartered Accountants, is seeking to appoint a number of accountants to provide and develop computer audit services throughout the country. Opportunities exist in East Anglia, the South Coast, Bristol and the West Country and Scotland. The successful candidates will assume responsibility for the provision and development of computer audit services and will be based in a convenient office within that region. In addition, there are opportunities to join existing computer audit teams in London, the Midlands and the North of England.

These challenging opportunities will include the evaluation of controls in clients' systems (from major mainframe based clients to distributed or small business units), the development and implementation of in-house and client based computer audit techniques and the provision of micro computer advice both as regards hardware and software. The successful candidates will be expected to liaise between audit, computer audit and management consultancy in order to ensure the fullest development of services to clients.

Aged 29-35, applicants should be Chartered Accountants who have the personality and presence to motivate and communicate effectively both with clients and colleagues at a senior level. Excellent technical, personal and communicative skills are therefore required. Salaries will be competitive and interested candidates should contact Charles Macleod, on 01-405 0442, or write, enclosing a comprehensive C.V., to Michael Page Partnership, 31 Southampton Row, London WC1B 5HY.



Michael Page Partnership
International Recruitment Consultants
London New York Bristol
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Enterprise Oil

Enterprise Oil, the newly formed British independent oil company has interests in 11 production licences in the UKCS covering 28 blocks or part blocks. These contain 5 producing oilfields and 14 petroleum discoveries. It is committed to a philosophy of active expansion and will be a strong participant in the forthcoming UK 8th round.

Production Geologist

You have over three years production geology experience ideally gained with an oil company. A working knowledge of sedimentology is essential and it would be advantageous if you are familiar with log analysis techniques, computer application, wellsite geology and reservoir modelling.

Significant overseas investments are likely to be made, particularly in the USA, and the future of the company is expected to be one of secure and rapid growth under its highly experienced, committed management team. It has established a compact team of first class exploration and production personnel at its head office in Central London and two further new positions have been identified.

Production Geophysicist

You have a genuine attraction towards production geophysics and probably have at least three years relevant experience. Alternatively you are an exploration geophysicist ready to move into this field. You are familiar with stratigraphic work, processing and acquisition and have a preference for detailed examination of blocks rather than broader based regional work.

In both the above posts a large degree of flexibility and responsibility will be given. You can expect a wide exposure to the range of the company's day to day activities as well as involvement in its considerable plans for the future. Career potential is high and the opportunity for personal and professional development is significant.

The remuneration package is highly competitive and contains a wide range of attractive benefits. Please ring or write to the company's adviser, John Dack of Cripps, Sears & Associates Ltd, Personnel Management Consultants, 88/89 High Holborn, London WC1V 6EH. Telephone 01-404 5701.

Cripps, Sears

LIFE · SALES · ASSOCIATES

If it's so tough at the top, why does everyone want to get there?

It's not always easy to define the 'top' in business.

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The top is probably somewhere in between the two and certainly means sound, continual expansion.

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We're part of a £1 billion, international insurance Group and, through skilful planning and management, are one of the fastest growing insurance companies in the UK.

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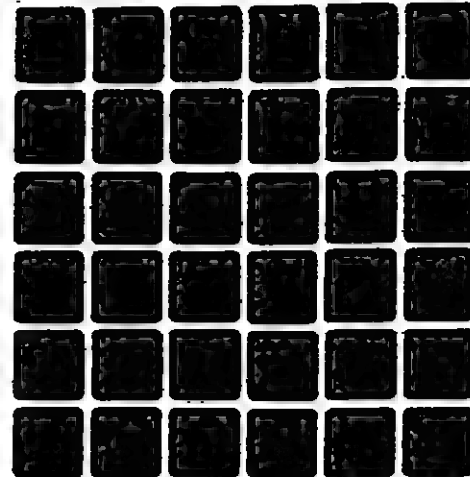
In short, people like ourselves who demand the rewards which are only available to those at the top.

For opportunities throughout the UK - phone John Hancock on 01-749 9111 or write to him at Providence Capital Life Assurance Co. Ltd., Providence House, 30 Uxbridge Road, London W12 8PG.



HONOURS GRADUATES

Seeing is believing?



If you look directly at the grid, you will see a series of grey dots between the squares. They don't exist. Your eyes are being deceived by an optical illusion.

Dealing with things that are not always as they seem on the surface is an everyday part of the 'tax inspectors' work. In assessing the tax liabilities of businesses of all types and sizes they must apply their powers of analysis and perception - sometimes intuition - in reaching a fair conclusion. All part of a distinctive career of exceptional challenge and variety, which offers a structured and progressive path for the ambitious.

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Please quote ref. A/85/320/135.

The Civil Service is an equal opportunity employer.



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We require programmers for our Geophysical Division to join the Development Group in creating new seismic applications routines for use on our VAX 11/780 VMS based system.

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We offer a competitive salary and excellent conditions in our Sevenoaks location. Please write to Dave Sandford, Development Manager, D.P.T.S. Ltd., D.P.T.S. House, Crampton Road, Sevenoaks, Kent.

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Obtaining the best jobs in today's competitive market requires a professional approach and specialised knowledge as many opportunities are not advertised. Our services are highly successful, competitive and flexible. Contact us today for an initial exploratory meeting at no cost or obligation, or send us your CV. Your future could depend on it. Career Advisory Services Ltd, 8 Queen Street, Westfield, London W1X 7PZ. Tel: 01-493 2648.

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£20,000 plus car

Automatic Testing Equipment is critical in the field of high technology products and offers considerable growth prospects. In order to maximise the potential MTL requires an able, commercially aware General Manager for the ATE Division.

MTL is a successful and profitable company which in just eight years has established itself as a leading European Micro-electronic Test Centre. In addition, we distribute a wide range of sophisticated equipment and provide extensive advanced testing facilities.

The successful candidate needs to be a dynamic individual, capable of understanding the basic principles of ATE and the appropriate market sectors. He must be an effective communicator at all levels both inside and outside the company and be capable of managing this important company activity.

Responsibilities include the sales and support of a range of ATE products in the UK and Europe; development of sales/marketing policy and strategies to include the penetration of markets for the existing and new ATE systems.

Please write in confidence, enclosing a CV, to Mr David Cawell, MTL Microtesting Limited, Test House, Mill Lane, Aiton, Hants, GU34 2QG, or Telephone Mrs Penny Smillie on Aiton 88022 for further details.

Personnel Officer

For an international construction company at its Head Office in West London. Applicants should preferably have experience in the field of civil engineering and building construction and be interested in developing their career in the field of training and technical interviewing.

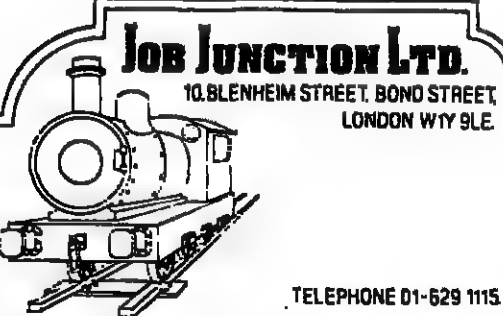
This vacancy offers a progressive career and the successful applicant in addition to a good salary would receive a range of benefits to be expected when working with a major international organisation.

Please apply in writing, giving full education and career details to Confidential Reply Service.

Ref. BSP 9004, Austin Knight Advertising Limited, London, W1A 1DS.

Applications are forwarded to the client concerned, therefore companies in which you are not interested should be listed in a covering letter to the Confidential Reply Supervisor.

Austin Knight Advertising



ANALYST/PROGRAMMER

An exciting opportunity occurs to join small busy team at this well known, extremely successful Fashion Chain. Applicants should have at least 2 years programming experience split between IBM mainframe operating under MVS with TSO and IBM PC's. It would be preferable to have experience of Lotus 1-2-3 and Personal Cobol but this is not essential. High competitive salary + excellent benefits package. Please telephone or write in strictest confidence.

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The location is in a pleasant part of Philadelphia and the nanny will have her own private accommodation including a bathroom.

Excellent salary and conditions of employment.

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We require experienced EXPORT SALESPERSONS with a strong technical and commercial background for both our London and Stockholm offices.

Nautical experience would be an advantage as would competence in a foreign language.

Contact:

Jackie Everett - Telephone London 01-568 8799 or, Goran Lindman or Gunnel Eklof - Telephone Stockholm 08-731 1000

Written applications required by October 5th to:

AGA Navigation Aids Ltd, Beacon Works, Brentford, Middlesex, TW8 0AB

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Ruster Simkin Limited is a leading specialist recruitment firm. It is involved mainly in the placement of lawyers in private practice and commerce/industry in the UK and overseas. As part of the organisation's accelerating expansion it seeks a career minded graduate aged under 26 years for its London company. An outgoing creative personality is sought. Training will be provided. Salary is for negotiation a.s.a. but will be competitive.

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Anne Cherkian on 01-937 1688.

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You should be aged between 20 and 30, have a successful track record in your career to date, be educated to at least 'A' level standard and have a positive, enthusiastic, very hard working, articulate personality.

Full training will be given. Starting as a trainee you should expect to become a fully qualified design consultant within 9 months and showroom manager within 2 years. Our managers currently earn in excess of £17,000 pa + car.

There are further career development prospects. Saturday working is involved (5 day week). You must be prepared to live in the GLC area.

For more information please write with brief CV to:

Just Kitchens, Ltd, Deaton House, 1a Upper Brighton Road, Surbiton, Surrey.

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HORIZONS

The Times guide to career development

Keeping a cool head

An aura of exclusivity and secrecy surrounds the business of headhunting. It masks the unromantic truth - they are marketers of jobs - albeit to the powerful and ambitious. These upmarket recruitment agencies cover less than the top 5 per cent of the market and only positions offering salaries of more than £20,000. "We're a selling operation," says David Diehl, the chairman of Heidrich and Struggles, one of Britain's leading companies. "But because the product we're selling is so esoteric and the people we're selling to, so limited, we go direct rather than through the mass media."

So when the suave and persuasive voice at the end of the line announces: "I'm a headhunter, are you free to talk?" the first piece of advice is caveat emptor. If he or she does not tell you straight away where he found your name - and the reliable companies undoubtedly would - you should ask. It is best to put to rest any doubts you might have about his identity or trustworthiness by stalling his request for an interview and checking his credentials first.

This can be done most easily by referring to the executive grapevine, or Kogan Page's Personnel and Training Databook. You can also call the headhunter back on the phone number he has given you, to check he is not a complete fly-by-night.

If you are interested in the proposition, or just flattered to be asked and intrigued to know what is behind the call, a job and candidate specification should be available: if one is not available, there needs to be a good reason.

Should you proceed?

It is unlikely that you will be given the name of the client at this stage, you may just be told that it is, for example, a world leader in cosmetics. But some well-judged questions on corporate strategy, organization, or on its products, may evince some telling clues. The name should be given at the interview. If, as in some cases, the search has been instigated without the incumbent knowing he is being removed, nothing may be revealed until you have met the client.

There is another reason to look hard at the headhunter's approach. In an industry with a few large and respectable companies, and a plethora of small ones, cowboys have roamed, using secrecy for unscrupulous ends. Some have acted as executive spies, hunting out research or market data for competitors.

An almost certainly exceptional case involved a chairman who set headhunters on to his fellow directors,

Nick Kochan looks at the perils - and pleasures - of being headhunted

on the suspicion (correct, as it turned out) that they were looking for other jobs. If the name is not familiar, and does not appear in the standard reference sources, it might be prudent to think again about whether to proceed.

About half the people approached go on to the first interview, although not all are seriously interested in a move. "Some come along for the ego trip," says Diehl. "They want to get known to you, in case there is something better next time."

At the interview, the applicant must be alert to revealing sensitive details, and work on the assumption that "everything told to the headhunter, he will share with the client. The headhunter works as an agent of the employer," warns Philip Schofield, editor of Personnel Executive magazine.

Richard Addis, of British headhunters Tyack, says he would always ask if there is some information that he cannot pass to the client. He understands the need to withhold profit figures or sensitive research. "But if there is something in your background that is not to your credit, and you want to disguise it, then I'm going to inquire about it, and the client will want to know."

At the interview the headhunter will expect to go through a tough grilling about the company, its operations, and any impending changes in personnel or structure. In many cases they do, says Diehl. "Candidates who are high fliers are immensely fussy. They'll put you through the hoops. They often go through several years' annual reports, and want to know the background to every blip in the figures."

If the candidate successfully passes the interview stage, he should reach the short list to see the client. A question about the number of rivals might reveal that you are the last of forty that have been considered and turned down, suggesting that the client doesn't know what he wants. Or if you are the only one on it, it is either that you are very good indeed, or else that everybody knows something that you don't.

A lot of people who would like to receive that call, but don't, write in to

headhunters, asking to go on their lists. Is it worth the postage? Heidrich and Struggles puts all 2,500 letters that it receives each month on computer, sifts them at the end of the year and might hang on to the CVs of what Diehl calls "BYEs" - bright young executives. They could be followed up later when the candidates are no longer so green and have reached suitably elevated and well-paid positions.

Korn Ferry, a leading company in the UK, but with headquarters in the US, takes a more charitable view. "If we have the right job, there's no discrimination," says an official.

Unemployed executives face a particularly hard time breaking into the headhunting circuit. "Why was it him?" is the sort of albatross hung round their necks. Diehl says he has sympathy for the top man whose company is taken over and he can't or won't stay on. The out-of-work executive would not get useful general career advice from a headhunter believes Schofield.

Certain consolation

Headhunters have become involved in a part of the general selection procedure that is increasingly the rule rather than the exception. This is the use of psychological and other forms of testing. It is quite likely that companies who could offer these facilities, American companies in particular use headhunters as executive shirkers as well as searchers.

Candidates may have to spend half a day with an industrial psychologist where numeracy and personality will be tested in a series of multiple choice papers. Diehl does not recommend using these to an employer, unless there is a dead-heat for the job, or if the employer wants a fail-safe.

"People should be judged on the companies they have turned round not their mother complexes," he says. He understands the feelings of an executive turned down for a responsible job on the basis of such a test.

Europeans and German companies in particular, take the testing a step further by asking for a graphologists report to be submitted with the headhunter's own assessment. "We usually come to the same conclusion," says Addis.

For the executive who falls at this hurdle, there is one consolation; he never asked to be considered. For the candidate who passes, with flying colours, he equally can take it or leave it. They are the lucky few.

P and I UNDERWRITING TRAINEE

Good opportunity for bright college leaver/second jobber. Must have 'A' level maths pass. Salary £5,000. LVs, PPF, etc.

Telephone Mrs Rose 480 7272 for application form

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Ring G Hedger or C Gourney on 402 3141

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Apply with full CV to: The Captain, Worpleston Golf Club, Heath House Road, Woking, Surrey GU22 8EA.

A Major Life Insurance Organisation With a new business concept needs full-time business 20 and 25 for its marketing operations in London and Essex. Desirable and highly motivated people. Telephone: Clarendon 5816 or Guildford 222353.

General Appointments

CJA

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WESTERN HOME COUNTIES

£17,500-£24,000 + CAR

MAJOR INTERNATIONAL DIVERSIFIED CHEMICALS GROUP

We invite applications from graduates or equivalent, aged 30-45, who must have had a minimum of eight years successfully selling industrial/technical products (eg rubber, plastics, hi-tech chemical process products) to major industrial users ideally including automotive and building. At least 3 years sales management experience is essential. The selected candidate, who will report to the Sales Director, will be responsible for selling personally to major accounts and for effectively controlling and motivating an established team of about five sales people. Other aspects of this appointment include price policy, planning and budgets. A high level of drive, commercial awareness and strong negotiating skills are essential. Initial salary negotiable £17,500-£24,000 plus company car, non-contributory pension, free life assurance and assistance with removal expenses if necessary. Applications in strict confidence under reference SM4290/TT to the Managing Director.

Important career appointment - prospect of early opportunity to take responsibility for major research projects - profit sharing



LONDON

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£8,000-£13,500

ONE OF THE WORLD'S LEADING BUSINESS CONSULTANTS - SPECIALISING IN MINERALS AND METAL RESEARCH

We invite applications from graduates, aged 22-30, who have acquired either a first or second class degree in Economics, preferably with skills in quantitative analysis or a foreign language, who have either just completed their studies or gained some post-qualification experience in economic analysis. The successful candidate will be responsible to a team leader and will work on the production of forecasts, market reports, newsletters and consultancy projects. A familiarisation training period will be provided. Up to 20% overseas travel is common among senior staff, visiting Commercial Directors and Managers of basic industries. A natural enquiring mind, a deep interest in economic analysis and the ability to collate and interpret data in a clear and lucid manner both in writing and orally are of key importance. The company is expanding in its own areas of specialisation and is looking for opportunities to expand into new areas. Initial salary negotiable, £8,000-£13,500 + contributory pension, free life assurance, and assistance with removal expenses if necessary. Applications in strict confidence under reference EGIM4291/TT, to the Managing Director.



PEOPLES' REPUBLIC OF CHINA
COLOMBIA, SOUTH AMERICA

SERVICE ENGINEERS - HEAVY EARTHMOVING EQUIPMENT

SPECIALY NEGOTIABLE AND SUBSTANTIAL SALARY AND BENEFITS PACKAGES

HEAVY EARTHMOVING AND CONSTRUCTION EQUIPMENT COMPANY, SUBSIDIARY OF MAJOR INTERNATIONAL U.S. BASED GROUP

For these two vacancies, we invite applications from engineers who must either be university/polytechnic graduates in an appropriate engineering discipline or time-served and qualified engineers. Selected Service Representatives (Engineers) will have a minimum of five years' experience in the maintenance of large equipment used in open-pit mining or comparable equipment such as diesel electric locomotives. These vacancies are based in remote locations in the above two countries, therefore successful candidates will need to be rugged, independent and self motivated individuals, with no impediment to obtaining visas permitting entry to either of these countries plus current passports. Detailed character references will also be required. The salary and benefits packages which our Client will specially negotiate are expected to be highly competitive. Applications in strict confidence under reference SE 16041/ will be forwarded unopened to our Client unless you list companies to which they should not be sent in a covering letter marked for the attention of the Security Manager.

CAMPBELL - JOHNSTON RECRUITMENT ADVERTISING LTD, 35 NEW BROAD STREET, LONDON EC2M 1NH.

Industrial Automation Sales and Marketing Opportunities

General Electric Industrial Automation Europe the European division for the Industrial Electronics Business Group of General Electric (USA) is moving fast towards achieving its objective of becoming Europe's foremost suppliers of industrial automation systems. It has shown dynamic growth in the design, development and manufacture of machine tool CNC programmable controls, intelligent vision systems, flexible manufacturing systems, microprocessor applications and materials handling systems and robotics.

To respond to these dramatic developments, the following new positions in the rapidly expanding sales and marketing team have been created.

Marketing Engineers - Programmable Controls

Frankfurt, Germany Salary Negotiable West Germany
Davenport, U.K. £14,000-£17,000 + car

Creative marketers are needed to develop the PC market on an industry wide basis throughout Europe. As part of a closely knit team, you will identify specific target segments and applications, assisting in the development of strategic and operational plans in support of sales activities.

There are three positions based in Frankfurt: a PC Product Manager, who will provide European product development input to R & D and Engineering; and two engineers, concentrating on the Automotive and Food/Process Industries. For these three appointments a good command of another European language will be important. In Davenport, U.K., due to the size of the expanding market, we also require an engineer to concentrate on the Petrochemical/Chemical Industries.

Field Sales Engineers - Programmable Controls

Scotland Southern Home Counties c.£11,000-£14,000 + car
South West

For these vacancies we are looking for Sales Engineers who are graduates or qualified to HNC level or equivalent, who must have had at least two years experience in the Sales and Application of Software based control systems to the industrial market. If you are flexible and determined to succeed in this highly competitive and rapidly expanding market then you will find the rewards and career prospects outstanding.

Sales Trainees - Programmable Controls Electrical, Electronic Engineers/Graduates

Initially, Davenport, Northampton then anywhere in U.K. £8,000-£11,000 + car

Are you an engineer who is energetic and also has creative flair? Then why not capitalise on these skills in selling to the rapidly expanding Programmable Control Market in the field of Industrial Automation. Any previous experience in software based control systems will be useful, but by no means essential as you will be given full product, sales and on-the-job training, lasting 12-18 months, at our Manufacturing Automation Sales Operation in Davenport before being assigned to a specific location in the United Kingdom.

For all the above positions the remuneration package includes a company car, bonus scheme and relocation expenses where appropriate. Travel at short notice to other locations both at home and abroad may be required from time to time.

Please write with full C.V. to Peter Robinson, Manager, Employee Relations, International General Electric Company of New York, Shortlands, Hemmetsmith, London W6 8BX.

GENERAL ELECTRIC
U.S.A.



Director of Development

The Board wishes to appoint a Director to be responsible for discharging its statutory duty to encourage the development of the many facets of the tourist industry in Wales.

The successful candidate will need to be able to demonstrate an ability:

To visualise and create financially viable development initiatives in a wide range of tourism projects while having regard to cultural and environmental considerations;

To help realise these initiatives by encouraging partnership enterprise between local authorities, private industry and other public agencies.

To discharge these responsibilities the postholder will lead a team of development/research staff who are responsible for new initiatives in tourism, for encouraging the improvement of existing accommodation and attractions and for ensuring that the conditions to realise the full potential of the tourist industry are created.

It is desirable that candidates be professionally or technically qualified in a relevant field.

The position is offered within the British Tourist Board's salary range Grade II - £12,895 to £17,322 (under review). Commencing salary will depend on experience and qualifications.

Please write for an application form which should be completed and returned by 22 October 1984 to:

The Secretary, Wales Tourist Board, Brunel House, 2 Fitzalan Road, Cardiff, CF2 1UY.

Are you

- ★ A Principal grade Whitehall official?
- ★ A senior member of a government affairs consultancy?
- ★ An in-house government affairs advisor?
- ★ A trained lawyer with government experience?

Westminster-based firm, part of a rapidly-growing group of companies, seeks very experienced Executive with sound knowledge of government to act as consultant to companies, interest groups and foreign governments on monitoring of and advocacy on public policy and legislation.

Only those willing to exercise considerable initiative and personal responsibility should apply. Salary negotiable. Attractive benefits.

For details write with career history to:
Box 0341 W, The Times

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A Major Opportunity

The Co-operative Bank plc, is recognised as being innovative and aggressive in its approach to all aspects of product design, delivery and organisational development.

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Reporting directly to the Chief General Manager, the job holder will direct established teams of specialists in the constituent disciplines of marketing research, advertising, public relations and corporate planning and will require to interface effectively at all levels within the organisation, the commercial sector and the media.

This post will attract a Clearing Bank reward package, commensurate with the responsibilities involved. This will include a base salary of at least £24,000 p.a. Candidates who have a significant track record of achievement (preferably in the financial services sector) should, in the first instance apply confidentially to:

Mr K. R. Gilling, Head of Personnel, Co-operative Bank plc, P.O. Box 101, 1 Balloon Street, Manchester M60 4EP.

We are an equal opportunity employer.



General Appointments

Trainer-Life Assurance

c £15,000 + Car and Concessionary Mortgage Facilities

The Abbey National Building Society is taking a strong lead expanding and improving upon its High Street services. This initiative is particularly relevant to the quality of advice which we give to our customers about life assurance.

To further enhance this area of service we require someone to direct training from Head Office, to set standards of knowledge required by the relevant staff and ensure the achievement of these standards.

He/she should have had sales experience in the Insurance industry, some previous technical training experience, and be at least ACII qualified. The successful candidate should be able to interface with people of senior status in insurance companies and within the Society. Tact and persuasiveness are essential.

Reporting to the Manager, Training and Development, you'll have frequent contact with our Insurance Services Department. From time to time you should be prepared to work away from home. And as the Society's Training Centre is re-locating to Milton Keynes in early 1985, you should also be prepared to re-locate to that area at that time. The position is an excellent opportunity for someone who wishes to use their training skills in a new venture and get results.

The starting salary, depending on experience will be around £15,000 per annum which includes London allowance. Other benefits include concessionary mortgage facilities, car staff pension scheme and subsidised BUPA membership. Relocation assistance will be given where appropriate. Closing date for applications - October 8th 1984.

For an application form and job description please write or telephone quoting reference JSC/687.

Personnel Department, Abbey National Building Society, United Kingdom House, 180 Oxford Street, London W1N 9AN. Telephone: 01-637 3488 Extn. 3473.



HI-TECH COMMUNICATIONS GRADUATE SALES £12,000 PA O.T.E. + CAR

Job Description: Selling sophisticated Text Display Radiopaging equipment. Remuneration: £5,500 plus car, plus commission. On target earnings a realistic £12,000 pa. No upper limit on earnings. Location: Based North London, selling within GLC area. INTER-CITY PAGINGS LTD is one of these independent companies licensed by the Department of Trade & Industry to operate national wide-area paging in the UK. Text display paging is a rapidly expanding business communications market. IPI will start its operation in the London area about mid-October this year and is looking for sales men and women to spearhead its attack on this very exciting but demanding business area. Product and Sales Training will be provided. The main requirements are a commitment to succeed and an ability to converse fluently and comfortably with top level managers. A technical background is not required. Please apply in writing, with CV to:

K. D. G. Rooney, BA, MBA, Director of Marketing, Inter-City Paging Limited, Marsh House, 500 Montagu Road, London N9 9UR.

Accounts Office Manager
To control full set of books including contract ledger MCR machine and a day to day administration. Please write with CV and salary requirements to Mrs A. Smith, Stamford Bay and Preston 142/10, Penryn House, London SE5 7TD.

UCCA APPLICATION?
We have helped thousands to succeed by choosing the right course and university. Consult: CAREER ANALYSTS, 30 Gloucester Place, W1. Tel: 01-935 5452 (24 hrs).

UPMARKET SPANISH PROPERTY
Company wants experienced Telephone Sales Person for London, SW1, office. High income potential. Call 730 9040 for details.

Assistant to Interior Designer
Responsible for two interior design projects and to assist in the design of new projects. Must have a degree in interior design and have held a class driver's licence. Must be able to travel and deliver to showrooms and sites and have a heavy workload. 01-558 5037

TWO A LEVELS
School leaver required with at least Maths O level for City Technician. D R Frost & Co Ltd, Draper House, Mitcham Lane, London EC2M 7BG.

PROMOTIONS ASSISTANT
In London. Duties: to assist in the preparation of promotional material for the company. Must have a degree in marketing or a related subject. Write with CV to: Personnel Dept, 100 Tottenham Court Road, London W1P 0LP.

REPRESENTATIVE to administer our London office. Essential to develop business. Must be a graduate with a degree in business or a related subject. Write with CV to: Personnel Dept, 100 Tottenham Court Road, London W1P 0LP.

ACHTUNG! Wir suchen einen deutschsprachigen Ingenieur, der sich mit der Entwicklung von elektronischen Schaltungen beschäftigt. Interessenten sollten einen Hochschulabschluss in Elektrotechnik oder einem ähnlichen Fach haben. Bitte schreiben Sie uns Ihre Bewerbungsunterlagen an: Dr. J. K. Schmidt, Postfach 1015, D-1000 Berlin 65.

Banking and Accountancy Appointments

COMPANY ADMINISTRATION/FINANCE IN MANAGEMENT CONSULTANCY

KIA is a small but dynamic management consultancy which has achieved an enviable reputation and success in the service industries and more particularly the financial industry across Western Europe. A planned expansion to capitalise on this has created the position of Company Secretary and Accountant, a senior management appointment responsible for all Company administration and finance.

Responsible directly to the Chief Executive, the job-holder will be based in our London NW1 office but will carry responsibilities for our existing and planned activities elsewhere in Europe.

The successful candidate will have a successful administrative or accounting background in company situations. He/she will be highly motivated and will be capable of participating in and contributing to Company developments, not only through his position as Company Secretary and Accountant, but also through a keen understanding of the importance and value of management figures rather than simply conventional accountancy.

He/she must have demonstrable qualities of leadership and be able to manage a small administrative team effectively on a basis of customer needs and as a support to the consultancy staff. Salary will be according to experience but will be in the region of £12,000/14,000. There is a profit sharing bonus.

Apply in the first instance to Ken Irons, Chief Executive, or phone Jill McKenzie for an application form.

KIA MANAGEMENT CONSULTANTS
9 PARKWAY, LONDON, NW1 7PG
Tel: 01-267 0231

GRADUATES
£7,000 + study leave
Leading consumer goods company seeks commercially minded university graduates to train as Accountants in London. Generous study assistance and good career prospects are guaranteed. Contact:

Managerial Personnel
67-69 New Bond Street
London W1Y 9DF
Tel: 01-488 1694

TWO EXCELLENT PEOPLE REQUIRED
Experience irrelevant
23+
Based in London

If you are self starting and would like to run your own business you are probably the right person to work with our exciting team of professional financial advisers in Covent Garden.

Please apply & speak to
Phone today & speak to
01-240 2184

ACCOUNTS PERSON

Accounts person required for busy architectural and design group based near Chelsea. The successful applicant must be fully conversant with all aspects of accounts to final stage, capable of taking responsibility and working on own initiative. A knowledge of computerised accounts systems would be advantageous, but not essential. Salary £10,500 negotiable.

Replies, enclosing CV, to:
MISS ALISON BETT,
13 CHELSEA EMBANKMENT,
LONDON, SW3 4LA.

Association of Metropolitan Authorities Secretary of the Association

The present Secretary retires in Spring 1985 and the Association is seeking a person of outstanding ability to succeed. Applicants of any discipline should be capable of leading the secretariat, advising the Association and its committees on a wide range of public administration, local government and financial matters, and of organising policy discussions with government at the highest level. Salary £41,235 per annum. The Association is an equal opportunities employer.

Further details and application forms from the Association, 36 Old Queen Street, London, SW1H 9JE. Telephone: 01-222 8100, Ext 250. Closing date 17th October, 1984.

ACCOUNTANT £16,467 - £19,827 per annum Based in Tring THE SUTTON HOUSING TRUST

The Trust is a charitable housing association owning over 13,700 properties throughout England. A successor to the retiring head of accounting is required early in 1985. Reporting to the Director, the Accountant has a key role in the management team and in formulating and implementing financial policies.

The successful applicant will be a qualified professional, aged 30 to 50, who is able to communicate effectively and authoritatively at all levels. A knowledge of housing association finance and computerised accounting systems is required.

Benefits include non-contributory pension, sick pay, life insurance and personal accident insurance schemes.

Please apply in writing to the Director, The Sutton Housing Trust, Sutton Court, Tring, Hertfordshire for further details and an application form. Closing date for return of applications - 31st October, 1984.

THE CITY AND HACKEY

SOCIAL ORGANISER

This unique opportunity based at St Bartholomew's Hospital is now available to the retirement of the present holder.

We are therefore seeking to appoint a mature experienced person with previous social secretarial skills capable of organising with very broad spectrum of social and welfare requirements.

Responsibilities and duties include: a variety of competitive sporting activities which would be organised. These activities include inter-hospital department sports competitions, special functions, dinners and dances.

Not least important, however, is the ability to be familiar and welcome young nurses and staff who join us from other parts of the country, who may be experiencing for the first time working and living in an unfamiliar environment.

Rewards and job satisfaction are good for this important role.

The Personnel Department, quoting Ref MM/168, St Bartholomew's Hospital, West Smithfield, London, EC1A 7BE, 01-600 9000, Ext 3188

International

THE COMMISSION OF THE EUROPEAN COMMUNITIES is organizing the following open competitions based on tests to constitute reserves of: ADMINISTRATORS and ASSISTANT ADMINISTRATORS for duties in the legal sector (male and female)

Applicants must:

administrators

(ref. COM/IA/408)

- ☐ have been born after 1.10.48;
- ☐ have a university degree in law;
- ☐ have at least two year's practical postgraduate experience relevant to the different fields of activity of the Commission.

In addition candidates must be nationals of one of the Member States of the European Communities, have a thorough knowledge of one of the official languages of the European Communities (Danish, Dutch, English, French, German, Greek or Italian) and a satisfactory knowledge of a second.

CLOSING DATE FOR RECEIPT OF APPLICATIONS: 15.11.1984

In view of its general policy towards female rights and equal opportunities for men and women, the Commission would welcome a significant response from female candidates.

Application must be made on the official application form, which can be obtained, together with the notices of competition, on receipt of a written request (preferably by postcard), from one of the following addresses:

- ☐ Commission of the European Communities, Recruitment Division, rue de la Loi 200, B-1049 Brussels;
- ☐ Information offices of the European Communities:

- 20 Kensington Palace Gardens, London W84QQ;
- 4 Cathedral Road, Cardiff CF1 9SG;
- 7 Alva Street, Edinburgh EH2 4PH;
- Windsor House, 9/15 Bedford Street, Belfast BT2 7EG.

Please quote reference COM/IA/408-409.

assistant administrators

(ref. COM/IA/409)

- ☐ have been born after 1.10.1951;
- ☐ have a university degree in law obtained after 1.09.1981.

COMMUNITY AFFAIRS MANAGER NORTHERN EUROPE

Stemming from the belief that private sector companies should be involved in facing and resolving social issues, Levi Strauss has established community involvement teams in most of its locations in the U.K., Ireland and Scandinavia. We are actively engaged in strengthening the economies of our local communities, by involvement in business and training initiatives, finding and stimulating community businesses and training initiatives. As a result of promotion we have a vacancy for an individual with the personal qualities of leadership and understanding to manage community affairs. The right person will be a first class communicator, self-motivated and an effective administrator. Appropriate experience should include practical, successful involvement in community/charity work in addition to involvement with professional organisations. Experience of dealing with appropriate government and public bodies, and private sector companies is essential.

This appointment is positioned at the middle management level within the Company and an attractive salary and fringe benefits will be offered. If you think you meet all these criteria please write, enclosing a curriculum vitae (which should provide details of your practical achievements and current salary), to: Andrew Patrick, Personnel Manager, Levi Strauss Northern Europe, Levi Strauss Building, 151-161 Wembley Park Drive, Wembley, Middlesex HA9 8JG.



The Royal Institution of Chartered Surveyors

Appointment of Secretary-General

The RICS is the leading body of the profession of the land in the United Kingdom. It has 72,000 members and employs 200 staff, of whom the Secretary-General is the chief executive and principal adviser to the Officers, Councils and Committees.

The interests of the Institution include the planning, valuation, development, marketing and management of land and buildings, both urban and rural, construction cost economics, building technology and surveying and mapping (including mineral and hydrographic surveying). Over 9,000 members practice overseas in more than 100 countries.

Applications are invited for the post of Secretary-General which falls vacant in July 1985.

Preferred age 40-50 years (retirement at 60)

Salary not less than £35,000pa

Pension arrangements by negotiation

Forms of application together with further information about the RICS and the post may be obtained from: The Secretary-General, The RICS, 12 Great George Street, Parliament Square, London SW1P 3AD. (Telephone 01-222 7000). Closing date 31 October 1984.

Sales and Marketing

Manager of Purchasing

IMCO Services, a Division of Halliburton Manufacturing and Services Ltd, international supplier of oilwell drilling fluids, products and services, is seeking a qualified individual for this position to be based in London. The position will be responsible for the acquisition and initial distribution of drilling mud products and oilfield chemicals for the Eastern Hemisphere.

The successful candidate must be familiar with the industry and have substantial purchasing experience, preferably in a managerial capacity. We are looking for a person aged 30-50, educated to degree level, seeking a real career opportunity. Generous salary offered to right applicant.

Interested individuals should submit a summary of earnings and professional history, in confidence, to:

Mrs. Merle Richardson
Halliburton Mfg. & Serv. Ltd.,
17 Hanover Square, London, W1R 0EL



American Holdings Limited

Rapidly expanding holding company seeks young ambitious and aggressive Sales Director with experience in the polythene industry. Age 30+. Salary negotiable.

Reply in confidence:

The Chairman
American Holdings Ltd
47 Upper Grosvenor St
London W1X 9PG

I ANSWERED THIS AD 7 YEARS AGO...

My first full year in this business was at the age of 42 after a successful career in another industry. Having never sold before, I had the same reservations that you probably have now, but I was not a quitter and I had a lot of persistence. My income has since risen by 600% and I am now a successful business owner. Job satisfaction by providing a really worthwhile service. I have no regrets about leaving my own business without any of the problems. The same opportunity is available to you now and I urge you to phone one of my colleagues to enquire further (TMW).

Don't lose out and ask for "FREEPHONE ACHIEVEMENT" and speak personally to one of our Branch Management Team in major towns and cities throughout U.K. including Northern Ireland.

SUNSHINE SALES
We sell high quality Property throughout Britain and seek a trained mobile salesperson to work from a Home Office. Please Ring: 01-637 7020 George Knight Overseas.

You may now use your Access or Visa Card when placing your advertising

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